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is rolled from a single strip of metal and the flight given its permanent form by the rolling process. It has proven to be most efficient for handling grain, and is used entirely by many of the large elevators throughout the country.

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are elected by private opinion, popular demand and personal influences—

Grain men usually elect to do business in Milwaukee, basing their decision on these sound facts:

Annual Malting Capacity	-	-	17,000,000 Bu.
Mills Annual Grinding Capacity	-	-	5,000,000 Bu.
Corn Mills Annually Use	-	-	7,500,000 Bu.
Rye Flour Mills Annually Use	-	-	2,000,000 Bu.
Oat Meal Mills Annually Use	-	-	7,800,000 Bu.

20,000,000 Bushel Elevator Capacity

Any of these Chamber of Commerce Members will tell you more about this market. It will be to your advantage to investigate.

<i>W. C. Mitchell Co.</i>	<i>Frazer-Smith Co.</i>
<i>Buerger Commission Co.</i>	<i>Merriam Commission Co.</i>
<i>L. Bartlett & Son Co.</i>	<i>Moering Grain Co.</i>
<i>Flanley Grain Co.</i>	<i>Blanchard Grain Co.</i>
<i>Henry Rang & Co.</i>	<i>Quinn Shepherdson Co.</i>
<i>Runkel & Dadmum</i>	<i>E. P. Bacon Co.</i>
<i>Cargill Grain Co.</i>	<i>Franke - LaBudde Grain Co.</i>
<i>M. G. Rankin & Co.</i>	<i>Taylor & Bournique Co.</i>
<i>Donahue-Stratton Co.</i>	<i>W. M. Bell Company.</i>
<i>Johnstone-Templeton Co.</i>	
<i>Milwaukee Grain Commission Co.</i>	

*The
Logical
Market*

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ALBANY, GA.

Bush, V. R., flour, feed, grain broker.
Georgia Commission Co., mdse. and grain brokers.
Martin & Co., Roy, broker, grain and feedstuffs.

ANNISTON, ALA.

Woodruff Feed Co., dealers grain, hay, feed.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.*

ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.
Callaway Grocery Co., The, whole. gro., grain, feeds.
Hinton & Co., O. R., mdse. and grain brokers.
O'Farrell Brokerage Co., flour, grain, hay, mxd. fds.*
Pitner & Beusse, grain and merchandise brokers.*
Steedman, Wm. B., grain, feed broker.*
Webb Brokerage Co., grain, flour, feed specialty.
Wier Feed & Grain Co., whole. grain, feed, flour.

ATLANTA, GA.

Commercial Exchange Members.

Atlanta Milling Co., buyers of soft mlg. wheat.*
Brooke & Co., T. H., grain, hay, flour, c/s pdts.
Fain Grain Co., W. L., flour, feed, field seeds.*
Gregg & Son, J., wholesale brokers, grain, hay.*
Leonard & Sons, J. T., feedstuffs, mdse. brokers.
Martin, Theo. W., broker, grain, flour, hay, mxd. feed.
Smith, Edward E., broker, grain, hay, flour, mxd. feed.
Taylor Commission Co., c/s meal, c/s hulls, fertilizer.*

AUGUSTA, GA.

Board of Commerce Members.

Clark Milling Co., dealers grain & feedstuffs.*
Cranston & Co., A., brokers, grain, hay, feed.
Dunbar & Co., H. S., grain, hay, feed, flour, brokers.
Eve & Co., H. O., grain, grain pdts., mdse. brokers.
Fletcher & Co., W. W., brokers, hay, grain, flour, feed.
Hinson, O. W., broker, grain, feed, flour, hay.*
Lamb & Hollingsworth, brokers, grain, flour, feed.*
Robinson Co., P. F., brokers, feed, grain, flour, hay.

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain, receivers, exporters.*
Baltimore Pearl Hominy Co., corn products.*
Blackburn & Co., C. P., grain receivers, exporters.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fahey & Co., John T., grain receivers and exporters.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Lederer Bros., grain receivers.*
Manger & Co., J. A., grain, seeds, hay.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*
Wack & Co., Henry E., grain, hay, feeds.*

BEAUMONT, TEX.

Archer Brokerage Co., grain brokers.

BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

BILLINGS, MONT.

Soule, Ralph W., grain and feed broker.

BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.*
Ceel Brokerage Co., grain, hay, millfeed brokers.*
Cosby Flour & Grain Co., W. M., grn., flour crn. ml.*
Guice, Edward T., flour, grain, feed broker.
Hemphill & Co., R. C., mdse. & grain brokers.
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.
Morgan & Co., B. C., broker grain, feed, flour, hay.*
Ramsey & Co., J. E., mdse., grain, feed, flour broker.
Southeastern Brokerage Co., grain, hay, feed.
Sunny South Grain Co., mfrs. unxd. fd., ctu. sd. ml.
Tennessee Mill & Feed Co., feedstuffs.
Western Grain Co., mfrs. unxd. feed, crn. meal, grts.*
Wood-Crabbe Grain Co., mfrs. crn. ml. grts., gr., hay.*

BLOOMINGTON, ILL.

Hasenwinkle Grain Co., cash and futures.
Slick, L. E., grain.
Worth-Gyles Grain Co., cash and future grain.*

BOSTON, MASS.

Chamber of Commerce Members.

Bensaquin, Matthew D., grain brokerage, commission.*
Jauquith, Parker, Smith & Co., wheat, barley, millo.*

BRUNSWICK, GA.

McKinnon, Malcolm B., grain, hay, feed, produce.
Ogg, C. D., mdse., grain & feedstuffs.
Taylor, C. A., grain, hay, feed broker.

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*
Burns, Berend J., grain and feed merchant.
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Davis, Inc., A. C., grain.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Gee-Lewis Grain Co., barley and rye.*
Globe Elevator Co., receivers & shippers.*
Harold, A. W., grain, barley a specialty.
Heathfield & Co., Inc., W. G., consignments.

BUFFALO (Continued)

Irwin, Dudley M., barley.*
McConnell Grain Corporation, commission merchants.*
Kennedy & Co. Chas. wheat a specialty.*
Pratt & Co., receivers, shippers of grain.*
Ratcliff, S. M., commission merchant.*
Seymour-Wood Grain Co., consignments.*
Townsend Ward Co., The, consignments.*
Urmston Grain Co., grain commission.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.*
Halliday Elevator Co., grain dealers.*
Thistlewood & Co., grain and hay.

CARROLLTON, MO.

Claiborne Commission Co., commission merchants.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

CHATTANOOGA, TENN.

Grain Exchange Members.

Bagley & Semmes, hay, grain and feed brokers.
Chattanooga Feed Co., grain, feed, hay, cowpeas.
Harbin, A. D., hay, grain and mill feeds.
Hood Feed Co., flour, feeds, field seeds.
Lookout Brokerage Co., grain, feeds, mdse.
Tennessee River Mlg. Co., corn buyers, corn meal mfrs.
Thomasson & Co., J. T., grain, hay, feed.
Winer Feed Co., food, feed, seed.

CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Bennett & Co., Jas. E., commission merchants.*
Brennan & Co., John E., grain commission merchants.
Bridge & Leonard, commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Hunter Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hoit & Carter, commission merchants.
Hoit & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.
Perrine & Co., W. H., grain and commission.*
Pope & Eckhardt Co., grain and seeds.
Press & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.
ReQua Bros., wheat a specialty.
Rosenbaum Bros., receivers, shippers.*
Rothschild Co., Moses, receivers and shippers.
Rumsey & Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Uppide Grain Co., consignments.*
Leland & Co., E. F., grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.

Bingham-Scholl Co., grain merchants.*
Early & Daniel Co., grain, hay, feed.
Mutual Commission Co., hay, grain and feed.*
Perin Bros., want corn.*

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.*
Cleveland Grain Co., The, receivers and shippers.*
Gates Elevator Co., The, receivers and shippers.*
Lake Shore Elevator Co., grain and feed.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Star Elevator Co., receivers, grain, hay, straw.*
Strauss & Co., H. M., receivers, shippers hay & grain.*
Union Elevator Co., The, grain and hay.*

COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.*

COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.

COLUMBUS, GA.

City Mills Co., soft wheat, corn, millers.*
Dexter & Hamburger, grain, hay, feed, flour brokers.*
Joseph Co., Dan, grain, grain products.*
Watkins & Co., L. C., mdse. and grain broker.

CRAWFORDSVILLE, IND.

McCardle-Black Co., grain commission merchants.

CULLMAN, ALA.

Ponder & Kelley, grain, feed, gen'l mdse.

DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.
Rothschild Co., S., grain, c/s products, rice b/p.*

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ALA.

Lyle-Taylor Grain Co., whole. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.
Best & Co., J. D., corn, oats, barley.
Conley-Ross Grain Co., The, grain and beans.
Crescent Flour Mills, The, wheat, corn, oats.*
Denver Elevator. We buy and sell grain and beans.*
Elder Grain Co., F. W., "Always Working."
Flanley Grain Co., wholesale grain.
Gallagher Grain Co., grain merchants.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dinsmore Co., wholesaler and commission.*
O'Donnell Grain Co., wholesale grain.*
PHELPS Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grain & Coal Co., wheat, corn, oats, rye, barl.*
Thompson Merc. Co., The W. F., wholesale hay.
Warwick Grain Co., buyers & sellers all kinds of grain.

DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.
Bartz & Co., W. H., grain merchants.*
Central Iowa Grain Co., consignments.*
Des Moines Elevator & Grain Co., oats a specialty.
Harper & Sons, commission merchants.*
Iowa Grain Co., receivers and shippers.
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission.
Mid-West Consumers Grain Co., grain merchants.*
Perrine & Co., W. H., commission merchants.
Taylor & Patton Co., corn and oats.
Tower, C. A., grain broker.

DETROIT, MICH.

Board of Trade Members.

Carson & Co., H. C., corn, oats, rye.*
Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., grain, hay consignments a specialty.*
Lichtenberg & Son, oats, corn, hay, straw.
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DUBLIN, GA.

Barton, J. W., commission merchant.
Farmers Co-op. Elvtr. & Mills, grain and feed.*
Peacock, R. T., broker.
Pope, J. T., flour and corn miller.
Walker, C. L., merchandise broker.

DULUTH, MINN.

Board of Trade Members.

Mitchell Co., W. C., grain commission.*
White Grain Co., shippers all grains.*

FLOYDADA, TEXAS.

Marshall Grain Co., shippers of millo.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

FRANKFORT, IND.

McCardle-Black Co., grain commission merchants.

GADSDEN, ALA.

Alabama Brokerage Co., grain, feed, hay, flr., mdse.
Gadsden Brokerage Co., feed, flr., hay c/s pdts.*

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENVILLE, MISS.

Lyle & Lyle, whole. grain, hay, feedstuffs.

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

GULFPORT, MISS.

Corso & Runfalo, gro., grain, feed, flour, hay.
Gulfport Grocery Co., gro., grain, fd., flr., etc.*

Howie & Co., J. B., bkrs., grain, fd., flr., hay.

HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.*
Koehler-Twidale Elevator Co., grain dealers.*
Moritz & Co., C., wholesale grain.*
Sexson, C. R., grain.

HATTIESBURG, MISS.

Robo & Co., W. E., bkrs., mdse., grain, hay, fd., flr.
McLain & Co., A. S., grain, feed, mdse. broker.
Merchants Grocery Co., whole. grocers, grain, fd., flr.

*Member Grain Dealers National Association.

Directory of the Grain Trade

In Organized Markets Only—Members of the Local Grain Exchange Will Be Listed

HAVANA, CUBA.

Smith Co., C. E., gen'l brokers—Jacksonville, Miami.*

HOUSTON, TEX.

Beatty-Archer Co., grain brokers.*
Gulb Grain Co., grain, hay, millfeed.*
Rothschild Co., S., grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.

Ayres Grain Co., grain merchants.*
Beyer Grain Co., consignments, mill orders.
Central Grain Co., The, buyers for mills.
Davidson Grain Co., receivers and shippers.
Farmers Co.-Op. Com. Co., commission merchants.
Gano Grain Co., grain merchants.
Goffe & Carkner, private wire.*
Graves & Co., T. H., grain merchants.
Hausman-Bateman & Co., grain buyers and sellers.
Hayes Grain Co., John, grain merchants.
Hinman-Yates Grain Co., receivers & shippers.*
Hutchinson Grain Co., grain merchants.
Hutchinson Term. Elvtr. Co., consignments.*
Kelly Milling Co., Wm., millers of hard wheat.
Jay Hausam & Company, grain merchants.
Jennings Grain Co., C. D., consignments.*
Kansas Grain Co., buyers and sellers.
Larabee Flour Mills Corp., hard wheat millers.
McClure Grain Co., J. B., buyers and sellers.*
Oswald Grain Co., dark hard turkey wheat, specialty.
Pettit Grain Co., L. H., grain merchants.
Prairie Grain Co., buyers & sellers milling wheat.
Reno Flour Mills Co., millers and grain dealers.
Rock Milling & Elevator Co., receivers and shippers.
Russell Grain Co., commission merchants.
Southwest Grain Co., receivers and shippers.
The Security Ele. Co., receivers, shippers milo kafir.
Union Grain Co., grain merchants.

HUNTSVILLE, ALA.

Huntsville & Decatur Bkg. Co., dlrs. gr. & gr. pdts.
Lyle & Lyle, whsle, grain, hay, feedstuffs.

INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.
Bingham-Hewett-Scholl Co., grain merchants.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Goldberg Grain Co., consignments.*
Hayward-Rich Grain Co., grain commission.*
Hill Grain Co., The Lew, commission & brokerage.
Hooser Grain Co., consignments only.
Kendrick & Sloan Co., Inc., grain and hay.
Kinney Grain Co., H. E., receiver and shipper.*
McCardle-Black Co., grain merchants.
Menzie Grain & Bkg. Co., Carl D., grain commission.*
Merchants Hay & Grain Co., hay, grain, mill feed.*
Montgomery & Tompkins, receivers and shippers.
Shotwell & Co., C. A., grain & hay.*
Steinhart Grain Co., commission and brokerage.*
Urmston Grain Co., receivers and shippers.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.*
Stockbridge Elvtr., track buyers, sellers, gr. & sds.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Aviston Flour Co., feed mfrs. whl. flour, grain.*
Brittain & Co., P. L., mer. bkrs., dlrs. hay, gr., mill pdts.
Green, R. H., whsle, grocers, pdce, grain, mill feed.
Nail & Co., A. S., grain brokers.
Royal Feed & Mfg. Co., mixed feed mfrs.*

JACKSONVILLE, FLA.

Baker Co., A. S., brokers, grain, feedingsuffs, mdse.
Florida Gr. & Elvtr. Co., corn and oats.
Howard Grain Co., whsle, dealers grain, hay, flour.*
Hulsey-Bessent Co., hay, grain, produce brokers.
Hunt Co., C. C., brokers, grain, feed, hay, flour, mdse.
Savage & Redavats Co., merchandise & grain brokers.
Smith Co., C. E., gen'l brokers, Havana & Miami.*
Wilson & Parker Co., brokers, grain, feed, hay, etc.*

JASPER, ALA.

Acuff, J. D., buyer white milling corn.
Robins, J. H., grain, hay, feed, flour broker.

KANSAS CITY, MO.

Board of Trade Members.

Addison Grain Co., consignments.
Alfalfa Grain Pkts. Co., everything in the feed line.
Bruce Bros. Grain Co., consignments.
Christophers & Co., B. C., kafir, feterita, milo.*
Claiborne Commission Co., commission merchants.*
Croysdale Grain Co., grain commission.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dilts & Morgan, consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*
Fowler Elevators Co., grain merchants.*
Fuller Grain Co., consignments.*
Goffe & Carkner, receivers and shippers of grain.*
Hall-Baker Grain Co., consignments.
Hinds Grain Co., The, receivers, shippers.*
Hipple Grain Co., feterita, kafir, milo.*
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."
Logan Bros. Grain Co., receivers and shippers.*
Masters Brokerage Co., H. S., flour, millfeed, grain.
Mensendieck Grain Co., consignments.*
Miller Grain Co., S. H., consignments.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*

KANSAS CITY (Continued)

Moritz & Co., C., consignments.
Norris Grain Co., grain merchants and exporters.
Orthwein Matchette Co., consignments, buying orders.*
Parker Corn Co., corn, oats, kafir, milo.*
Roehen Grain Co., E. E., consignments.
Root Grain Co., consignments and futures.*
Scoular Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.
Simonds, Shields, Lonsdale Grain Co., grain.*
Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., shippers (a specialty).*

KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.*
Levy & Co., R. T., merchandise and grain brokers.
Security Mills & Feed Co., mfrs. of mixed feed.*
Smith & Co., J. Allen, flour, meal, feed.*

LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.*

LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., grain dealers.

LITTLE ROCK, ARK.

Grain Exchange Members.

Cunningham Commission Co., grain, corn products.*
Caple & Stockton, hay, grain, feed.
Cochran Co., H. K., grain dealers.
Daniel Mill & Elevator Co., Joe, grain, hay, feed.
Darragh Company, hay, grain, mixed feeds.*
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Hayes Grain & Commission Co., dealers in grain, hay.*
Munn Brokerage Co., grain, hay, mill feed.*
Niemeier Grain Co., George, grain, hay, mill feed.*
Weinmann Milling Co., Grain, hay, mixed feeds.
Wilson Co., John R., grain brokers.

LIMA, O.

Riddle & Co., T. P., hay and grain.

LINCOLN, NEBR.

Grain Exchange Members.

Barstow Grain Co., W. T., recvrs. and shprs. all grs.
Central Granaries Co., wheat, corn, oats, rye barley.
Cummings Grain Co., M. T., grain, seed, millfeed.*
Ewart Grain Co., wheat, corn, oats, rye, barley.*
Foster Grain Co., receivers and shippers.
Gooch Milling & Elvtr. Co., flour, feed, macaroni pdts.
Lincoln Grain Co., grain merchants.*
Nebraska Corn Mills, meal, pearl hominy, corn, flour.
Paul, John M., grain broker.
Western Feed Dealers Supply Co., hay, gr., millfeeds.*
Wright-Leet Grain Co., receivers and shippers.

LOS ANGELES, CALIF.

Pacific Grain & C. S. P. Co., grain & c/s meal.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay, grain and feeds.*
Fruechtenicht, Henry, grain, feed, hay.
Kentucky Public Elevator Co., storers and shippers.*
Schuff & Co., A. C., specialty white mlg. corn, wh.*
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MACON, GA.

Dorsett Co., W. C., brokers, grain feed, flour.
McCord, Chas. R., flour, grain, feed, broker.
National Milling Co., mfrs. mixed feed.
Mott Brokerage Co., hay, grain, flour, feed broker.

MARSHALL, MO.

Claiborne Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain, hay, ear corn specialty.*
Brown, Walter M., broker & com., consignments.*
Buxton, E. E., broker and commission merchant.*
Cereal Byproducts Co., everything for mixed feeds.
Clark-Eurke & Co., grain and hay.*
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers, grain.
Hasenwinkle, H. J., consignments.
Horton & Co., J. B., grain dealers.
International Sugar Feed No. 2 Co., mfrs. swt. mx. fd.
Jones, Lee D., grain dealers.*
Lovitt & Co., L. B., cotton seed and peanut products.
Marks & Anderson, wholesale grain, hay, mixed feed.
Memphis Milling Co., high grade mixed feed.*
National Brokerage Co., flour, grain, feed brokers.*
Mississippi Elevator Co., grain dealers, feed mfrs.*
Nessly Co., J. L., broker, com., alf. meal, molasses.*
Patterson & Co., G. E., mfrs. mixed feed, grain.*
Pease & Dwyer, grain, mixed feed.*
Riverside Elevator & Warehouse, broker & whose'man.
Smith Feed & Milling Co., mixed feed manufacturers.
Scruggs-Robinson Co., brok. com. mer., consignments.*
Sessum Coal & Grain Co., grain, mixed feed.
Stout-Hunt Milling Co., flour and corn meal.
Tate & Co., J. E., wholesale grain dealers.
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*
Alley, A. A., dealers & broker, grain and seeds.

MERIDIAN, MISS.

Board of Trade Members.

Anderton & Co., W. A., whsle brokers, gr., hay, fd.
Elkin-Henson Grain Co., gr. mxd. fd., hay, ctn. sd. pts.
George Co., The A. H., grain dlrs., mxd. fd. mfrs.*
Gibson Brokerage Co., J. A., grain & mdse. brokers.
Harris, John H., grain and mdse. brokers.
Hayward & Scott, grain brokers & mfrs. agents.
Lyle Grocery Co., The Tom, who. gro., grain & hay.
Lyons & Co., A. J., whsle. gro., grain, feed.
Meridian Grain & Elvtr. Co., gr. dlrs., mxd. fd. mfrs.
Meyer Bros., wholesale groc., grain, feed.
Smith Brokerage Co., gr. m., gr. pdts., hay, ctn., sd. pts.*
Sturgis Co., grain dealers, mixed feed mfrs.*
Threefoot Bros. & Co., whsle grain, feed, flr., gro.*
Snowden Com. Co., grain, hay, rice brokers.
Tutt Grain Co., J. B., grain, fd., c/s products dlrs.
Queen City Feed Co., grain, hay, flour, corn meal.
Winner-Klein & Co., whsle gro., grain, feed.

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

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Chamber of Commerce Members.

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Blanchard Grain Co., grain receivers.*
Buerger Commission Co., grain and seed.*
Frankie-La Budge Grain Co., feeds, grain, hay.
Kamm Company, P. C., barley and rye.*
Mitchell Co., W. C., grain commission.*
Quinn Shepherdson Co., receivers & shippers.
Rankin, M. G. & Co., grain and feed.
Rialto Elvtr. Co., grain receivers and shippers.*
Taylor & Bournique Co., grain merchants.*
Thayer & Co., C. H., receivers & shippers.*

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Chamber of Commerce Members.

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Benson, Stabeck Co., grain commission.*
Cargill Commission Co., grain commission.
Carter, Sammis & Co., grain commission.
Cereal Grading Co., grain merchants.*
Chambers-Mackay Co., screenings & mill feed.
Dalrymple Co., William, grain commission.*
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.
Getchell-Tanton Co., grain commission.
Godfrey Grain Co., receivers and shippers.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.
Lewis & Co., Chas. E., consignments.*
Malmquist & Co., C. A., receivers & shippers.
Marfield Grain Co., grain commission.*
McCaull Dinsmore Co., consignments solicited.*
Mitchell Co., W. C., grain commission.*
Poehler Co., H., grain commission.*
Quinn-Shepherdson Co., receivers and shippers.*
Scroggins Grain Co., corn and oats.*
Sterling Grain Co., receivers and shippers all grains.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats & screenings.*
Wernli-Anderson Co., grain commission, screenings.
Woodward Newhouse Co., grain merchants.
Zimmerman, Otto A., barley and oats my specialty.

MOBILE, ALA.

Butler & Clark, mdse., grain, ctn. sd. pdts., brokers.
Cleveland Co., Frank, bkrs. & com. merchants.
Hopper & Co., H. M., grain, mfrs., hay brokers.*
King & Co., John R., bkrs., grn., mfrs., hay, beans.
Meador & Co., W. M., mdse. & grain brokers.
Minnis & Co., A. R., bkrs., grain, feed, ctn. sd. pdts.
McKinney, W. J., broker.
Suttle, J. L., grain, gr. pdts., feed, mdse. broker.*
Turner-Young Grain Co., dlrs., gr., gr. pdts., mfrs. fd.
Vass & Co., H. P., mdse. & grain brokers.
Wilson Brokerage Co., expt. freight bkrs., fwdg. agts.
Ziliak & Schafer Mlg. Co., grain & gr. pdts., feed.
Zimmern's Co., J., mxd. fd. mfrs., dlrs. grain & hay.

MONTGOMERY, ALA.

Alabama Black Belt Co., gr. bkrs., dlrs. in Ala. pdts.
American Mlg. & Feed Co., mfrs. ctn. ml., gr. dl., fd.
Broadner Bros., grain, feed, flour, mdse. bkrs.
Cody-Craig Co., grain, feed, flour, mdse., brokers.
Hobbie Grocery Co., H. M., operts, "Hobbie Elvtr."
Holland & Co., O. C., mdse. & grain brokers.*
Lutz & Co., E. G., bkrs., grain, feed, flour, mdse.
Mitchell & Co., Chas. E., dlrs., hay, grain, cow peas.
Richardson Co., O. A., grain, feed, flour brokers.
Shank & Copeland, bkrs., grain, fd., flr., hay, mill pdts.
Smith Brokerage Co., grain, feed, flour, hay.
Winter, Loeb Grocery Co., grain, feed, flour, mdse.

MOULTRIE, GA.

Delay, A. J., flour and grist mill.
Moultrie Mill & Elvtr. Co., grain and feedingsuffs.

NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers and shippers.*
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Hermitage Elvtr. & Warehouse Co., public storage.*
Jones & Co., Chas. D., receivers and shippers.*
Kerr, S. S., receiver and shipper.*
Liberty Mills, flour and feed.*

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NASHVILLE, TENN. (Continued)

Mero Mills, Flavo Flour, feeds.*
Nashville Grain & Feed Co., receivers and shippers.
Nashville Roller Mills, self rising flour mfrs.*
Nashville Warehouse & Elevator Co., public storage.*
Neil Shofner Grain Co., receivers and shippers.*
Rex Mill & Feed Co., grain and feeds.*
Tate, W. R., receiver and shipper.*
Tennessee Grain Co., receivers and shippers.*
Tyner & Co., John A., corn, wheat, oats, seeds.*
Wilkes & Co., J. H., grain, flour, feeds.*
Worke & Co., R. H., grain, feed, hay.*

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW ORLEANS, LA.

Board of Trade Members.

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Barr, R. J., grain exporter.*
Gibbons, J. T., gr. dealers, mixed fd. mfrs., expts.
Kalman Co., Paul R., recvrs., shprs., expts. of grain.
Langenberg Hay & Grain Co., recvrs., shprs. & expts.*
Lunham & Moore, forwarding & freight brokerage.
Matthews & Bro., Chas. R., grain & grain ptds., brks.*
Matthews Sons, Geo. B., recvrs. & shprs., feed mfrs.
Millam-Morgan Co., Ltd., recvrs., shprs., mx. fd. mfrs.
Nathan & Feltis, fwdg. agt. & expt. frgt. broker.*
Neumond, Inc. K. & E., dtrs. & expts. in feed articles.
Richeson Co., Inc., W. L., expt. shpg., frgt. bkg. & frgt.*
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.*
Rogers, James M., grain brokerage & forwarding.*
Royal Feed & Mfg. Co., mfrs. of mixed feed.
Thomas Co., James, exporters & forwarders.
Waterman & Co., J. S., gr. flour & fd. bkrs., fr. jobsrs.*

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Knight & Company, commission merchants.*
Morey, L. A., grain.
Schwartz & Co., E. F., commission merchants.*
Therrien, A. F., broker.*

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.*

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Grain Exchange Members.

Bennett & Co., Jas. E., gr. stocks, cotton, provisions.*
Cherokee Grain Co., grain merchants.*
Conyers Grain Co., grain merchants.*
Coyle Co., The W. H., c/s ptds., grain, hay.
Dustin Grain Co., grain, feed, seeds.*
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.
Maney Export Co., grain merchants.*
Marshall Grain Co., grain, feed, seeds.*
Oklahoma Export Co., grain commission.*
Okla. City M. & E. Co., grain merchants, millers.*
Rutledge Grain Co., commission merchants.*
Perkins Grain Co., W. L., commission merchants.*
Polson & Co., C. A., commission merchants.*
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.*

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Butler Welsh Grain Co., grain merchants.*
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Merriam Commission Co., consignments.*
Miller Wilson Grain Co., receivers and shippers.*
Oswald Delaney Grain Co., consignments.*
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Rothschild Grain Co., corn and oats.*
Stockham Grain Co., E., commission merchants.*
Taylor Grain Co., brokers.*
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United Grain Co., grain commission.*
Uplide Grain Co., consignments.*

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Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Luke Grain Co., grain commission.*
McPadden & Co., G. C., consignments.*
McCreary & Son, J. A., wheat, corn, oats.*
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.*

PEORIA, ILL. (Continued)

Slick, L. E., consignments solicited.
Turner Hudant Co., receivers and shippers.*
Tying Grain Co., commission merchants.*
Worth-Gyles Grain Co., grain commission.*

PENSACOLA, FLA.

Bonacker Bros., pkrs., gr., hay, feed, fr., c/s ptds.
Consolidated Grocery Co., whole gro., grain, produce.
Gonzales Co., The M. F., gr., hay, feed, mfrs. crn. ml.
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Meador & Co., W. M., mdse. & grain brokers.
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Wolf, I., mdse., grain, feed broker.*

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Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
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Lemont & Son, E. K., wheat, corn, oats, flour, feed.
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Young & Co., S. H., wheat, corn, oats.*

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain & hay.*
Elwood & Co., R. D., hay and grain.*
Foster Co., C. A., grain merchants.*
Geidel & Leubin, grain and hay.*
Hardman & Heck, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
Heck & Co., W. F., grain, hay, millfeed.*
Herb Bros. & Martin, grain and hay.*
McCaffrey & Sons, Daniel, hay & grain.
McCague, R. S., grain, hay.*
Rogers & Co., Geo. E., grain & hay.*
Smith & Co., J. W., grain merchants.*
Walton Co., Samuel, grain and hay.*
Young & Fisher, brokerage and commission.*

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Balbach, Paul A., grain buyer, all markets.

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Northern Grain & Warehouse Co., grain exporters.*
Pacific Coast Elevator Co., grain.*
Pacific Grain Co., grain exporters.*
Tri-State Terminal Co., general grain and bags.*

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Smith-Connor Hay & Grain Co., hay and grain

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Utah-Idaho Bkg. Co., whole grain, hay, flour, feed.*

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Manuey, J. E., whole, feed & grain broker.
Moore & Co., grain, hay, cottonseed ptds.

SEATTLE, WASH.

Fairbanks & Co., F. M., grain and feed.
Hilly Co., The Chas. H., seed merchants.*
Webster & Co., E. A., grain commission, oriental seeds.

SELMA, ALA.

Baker, A. E., mdse., grain, feed, flour broker.
Campbell & Co., McD., brokers gr., fr., mdx. fd., hay.
Crandell, H. F., merchandise & grain broker.
Hooper, Son & Coleman, mdse., grain, flour brokers.
Ross, Rivers F., flour, feed & grain broker.*

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Great Western Grain Co., buyers and sellers.*
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Sloan-Neidorp Grain Co., consignments.*
St. Joseph Hay & Grain Co., grain merchants.*

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Annan Burg G. & M. Co., flour, grain, millfeed.*
Ballard-Messmore Grain Co., recvrs., grain, hay, seeds.
Bushfield Grain Co., receivers and shippers.
Claiborne Commission Co., commission merchants.*
Dreyer Commission Co., feeding stuffs, grain, seeds.*
Elmore Schultz Gr. Co., receivers and shippers grain.*
Goffe & Carkner Co., grain commission.*
Graham & Martin Grain Co., grain commission.*
Ichtertz & Watson, grain, seeds and hay.*
Marshall Hall Grain Co., grain commissions.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nelson Commission Co., grain commission.*
Pickett & Beardsley Com. Co., grain and grass seed.*
Powell & O'Rourke, corn a specialty.
Thurnau Grain & Feed Co., Arnold A., grn., fd., scrngs.*
Toberman, Mackey & Co., grain, hay, seeds.*
Turner Grain Co., grain commission.*

SEDALIA, MO.

Claiborne Commission Co., commission merchants.*

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Board of Trade Members.

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Bailey, Walter H., grain merchants.*
Godfrey Grain Co., receivers and shippers.*
McCaull Dinsmore Co., commission.*
Morris Grain Co., brokers.
Rumsey & Co., receivers of consignments.*
Terminal Grain Corp., receivers and shippers.
Warwick Grain Co., consignments solicited.
Western Terminal Elevator Co., receivers and shippers.

SPRINGFIELD, MO.

Claiborne Commission Co., commission merchants.*

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Eller Grain Co., grain, hay, feed.
Moritz Grain Co., C., wholesale grain.

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Harman & Hulsey, grain, hay, millfeed brokers.*
Hart & Co., E. H., grain & feedingsuffs broker.
Miller-Jackson Grain Co., grain & feed dealers.*
Spence Brokerage Co., grain, feed, alf. meal, hay.
Tampa Brokerage Co., grain, hay, flour, feedstuffs.
Quinby, Edmund B., mdse. & feedingsuffs broker.

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Kuhn & Co., Paul, receivers and shippers.*

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Rice Grain Co., cash grain.*
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Young Grain Co., grain receivers, shippers.
Zahn & Co., J. F., grain seeds.*

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Derby Grain Co., wheat, corn, oats, and millfeed.*

TOPPENISH, WASH.

Preston Grain & Mfg. Co., alf. meal, grain, hay, fdstfs.

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Eddins Brokerage Co., grain, feed, flour, mdse.
Indian Milling Co., mixed feed mfrs.
Rosenbush Brokerage Co., grain, feed, flour, mdse.
Southern Grain Co., grain, hay, mfrs. corn meal.

TUSCUMBIA, ALA.

Belser, Harry K., grain, feeds, mdse broker.
Hammerly, E. T., grain, hay, feed, seed.

UNION CITY, TENN.

Cherry-Moss Grain Co., grain, hay, feeds, seeds.*
Dahnke-Walker Milling Co., milling, grain, feed.*
Howell Grain & Feed Co., grain and feed.

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Birdsey Commission Co., mdse. and grain brokers.
So. Georgia Milling Co., mfr. mxd. feed, vel. bean ml.
Valdosta Mill & Elevtr. Co., grain, corn meals, feeds.

VICKSBURG, MISS.

Well & Son, R., brokers; corn, oats, meal, hay, chops.
Wilkinson, R. C., grain, broker.

VINCENNES, IND.

McCordle-Black Co., grain commission merchants.

WICHITA, KANS.

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Beyer Grain Co., consignments and mill orders.*
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Clark Burd Grain Co., consignments.*
Craig Grain Co., J. W., consignments and mill orders.
Groth, Samuel C., milling wheat and feed.
Hayes Grain Co., John, Okla.-Kan., wheat for mills.*
Kansas Flour Mills Co., receivers and shippers.*
Kansas Milling Co., millers and grain merchants.*
Kramar Grain Co., receivers and shippers.*
Raymond Grain Co., consignments.*
Strong Trading Co., wholesale grain and feed.*
Wallingford Bros., receivers and shippers.*
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Wichita Grain Co., receivers and shippers.*
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Grain, Mixed Feed

Edgar-Morgan Co.

Mixed Feed Mfrs., Grain

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J. B. Horton & Co.

Grain Dealers

U. S. Feed Co.

Grain, Hay, Millfeed

Lee D. Jones

Grain Dealer

Scruggs-Robinson Co.

Broker, Com. Merchant, Consignments

Pease & Dwyer

Grain, Mixed Feed

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Brokers and Commission, Consignments

Marks & Anderson

Wholesale Grain, Hay, Mixed Feed

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20,000	to 107,950 lbs.	to 32 lb. bushels
20,000	" 74,950 "	" 34 "
20,000	" 96,950 "	" 48 "
20,000	" 118,950 "	" 56 "
20,000	" 118,950 "	" 60 "

Pounds printed in red ink; bushels in black. Linen ledger paper reinforced with muslin, bound in flexible karatol, marginal index. Price \$2.50.

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A New

Board of Trade building is under construction and will be ready for occupation about Sept. 1. This will enable the members to better handle their increasing business and to further their good service to the entire trade.

Either

you are dealing in the Wichita Market or you should be dealing there. Their success can be your success if you act now.

Whether

you are a country shipper, an exporter, buyer, seller or miller, grasp the opportunity offered by the natural advantages of Wichita.

Neither

worry about market facilities nor fret about the reliability of the firms you deal with, simply deal with any Board of Trade members listed herewith. You will not be disappointed unless you fail to make your connection soon.

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Handle our scientifically made, celebrated, "APCO" live stock feed and you will make more money; for "APCO" feeds without exception are always popular wherever they are tried. **WRITE AT ONCE--TODAY**
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Advise us of your needs. We can furnish
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Tell us what you need for your Grain Elevator and we'll tell you where to get it. We make no charge whatever for this service.
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Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

GRAIN-FLOUR-FEED

Nashville is the Southeast's best grain, flour feed distributing point. It is a great grain sacking center—the largest in the world, its elevator capacity amounts to 2,280,000 bus., while a like amount of grain may be stored in the warehouses; the flour milling and blending capacity is 4,435 bbls. daily, and the feed manufacturing capacity is 800 tons per day. All these things mean that Nashville must buy large quantities of grain and feed ingredients. The demand is constant.

Following is a list of the elevators and warehouses:

	Bulk bin capacity.	Ware-house capacity.
Hermitage Elevator	500,000	100,000
Nashville Elvtr. and Whse.....	500,000	250,000
Steel Elvtr.	500,000	200,000
Liberty Mills	250,000	70,000
J. R. Hale & Sons (2 elvtrs.).....	180,000	220,000
Terminal Elvtr.	65,000	30,000
Just Mill, No. 1 and No. 2.....	62,000	25,000
Capitol Elevator	50,000	100,000
Rex Mill	40,000	175,000
A. J. & O. L. Jones Mill & EL.....	30,000	60,000
Union Elevator	55,000	100,000
River & Rail Elvtr. & Whse.....	24,000	125,000
Commercial Elevator	20,000	50,000
Tennessee Grain Co.....	25,000	200,000
Dixie Elevator	12,000	10,000
Dorris Mills	10,000	40,000
East Side Elevator	5,000	50,000
Singer Whse.	3,000	12,000
Harsh Whse.	1,000	70,000
Chestnut Whse.		100,000
Tyner Whse.		15,000
Cornelius Whse.		75,000
Daugherty-Vincent Whse.		100,000
R. H. Worke & Co.....		25,000
H. L. Daniel Co.....		80,000
Total bin capacity	2,280,000	2,217,000
Total warehouse capacity.....		2,217,000
Total storage capacity.....		4,497,000

Daily production of feedingstuffs in Nashville, Tenn.:
 Just Mills 300 tons
 J. H. Wilkes & Co..... 200 tons
 Rex Mills 150 tons
 Liberty Mills 150 tons

Total 800 tons

Nashville has four wheat grinding flour mills and nine plants that do not grind wheat, but are known as flour mixers, or blenders and manufacturers of self-rising flour.

The following are wheat grinding mills:

Liberty Mills 4,000 bbls.
 J. A. & O. L. Jones Mill..... 250 bbls.
 Mero Mills 100 bbls.
 Dorris Mfg. Co..... 85 bbls.

The flour blenders are:

Ford Flour Co..... 4,000 bbls.
 Nashville Roller Mills..... 3,000 bbls.
 J. H. Wilkes & Co..... 2,000 bbls.
 Cherokee Mills 1,500 bbls.
 Royal Mfg. Co..... 800 bbls.
 Holt Mfg. Co..... 800 bbls.
 Dorris Mfg. Co..... 600 bbls.
 State Mfg. Co..... 500 bbls.
 England Mfg. Co..... 300 bbls.
 Mero Mills 200 bbls.

Total 11,700 bbls.

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NASHVILLE ROLLER MILLS—Self-rising flour mfrs.

NASHVILLE WAREHOUSE AND ELEVATOR—Public elevator.

NEIL SHOFNER GRAIN CO.—Receivers and shippers.

REX MILL & FEED CO.—Grain and feeds.

W. R. TATE—Receivers and shippers.

TENNESSEE GRAIN CO.—Receivers and shippers.

JOHN A. TYNER & CO.—Corn, wheat, oats, seeds.

J. H. WILKES & CO.—Grain, flour, feeds.

R. H. WORKE & CO.—Grain, feed, hay.

ALLEN GRAIN CO.—Receivers and shippers.

JOHN C. BENNETT & CO.—Brokers.

W. H. CROZIER & CO.—Receivers and shippers.

DAUGHERTY-VINCENT GRAIN CO.—Receivers and shippers.

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LIBERTY MILLS—Flour and feed.

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During the past two years is due to the realization, on one hand, of a large number of country shippers that Denver can serve them a little better, and a realization on the other hand by grain firms at terminal markets all over the country, that Denver offers them exceptional opportunities to fill contracts.

You hold the key to better business in your hand. Communicate with any of the following Denver Grain Exchange Members.

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Think O'Donnell when you think Grain—whether you buy, sell or consign.

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SCOTT-GEORGE GRAIN CO.

Wire us when you are in the market to buy or sell Wheat, Corn, Oats, Rye and Barley.

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Receivers and shippers of all kinds of grain. Wire or phone us.

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Buyers and sellers of all kinds of Grain.

CONLEY-ROSS GRAIN CO., THE

Wholesale Grain and Beans.

CRESCENT FLOUR MILLS, THE

We buy Wheat, Corn, Oats, Beans, etc.

DENVER ELEVATOR

We buy and sell Grain of all kinds, also Beans.

HUNGARIAN FLOUR MILLS

Dealers in Wheat, Corn, Oats, Rye and Barley.

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McCAULL-DINSMORE CO.

Grain—Wholesaler and Commission.

FLANLEY GRAIN CO.

Wholesale Grain—get in touch with us.

J. D. BEST & CO.

Buyers and Sellers Corn, Oats, Barley.

THE F. C. AYRES MERCANTILE CO.

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ST. LOUISSeason Contracts Corn a Specialty
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The Little Rock Grain Exchange has for its membership wide-awake progressive grain men and millers.

These men are endeavoring to render an ever increasing service to all grain men who deal, or who are likely to deal in the Little Rock Market.

This service and courtesy is yours for the mere asking. You will find it possible to receive better returns if your grain is billed to Little Rock.

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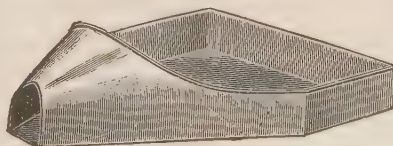
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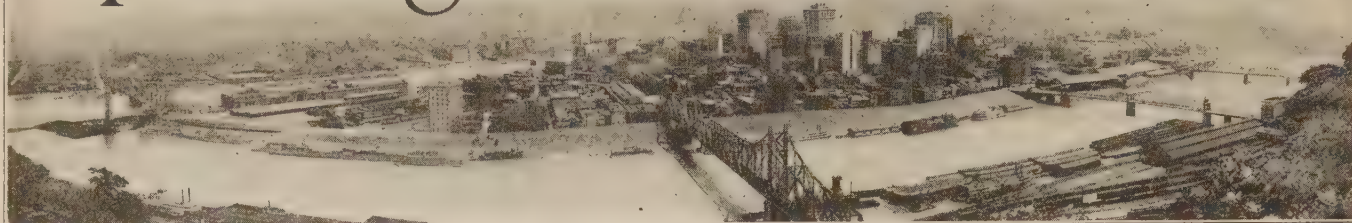
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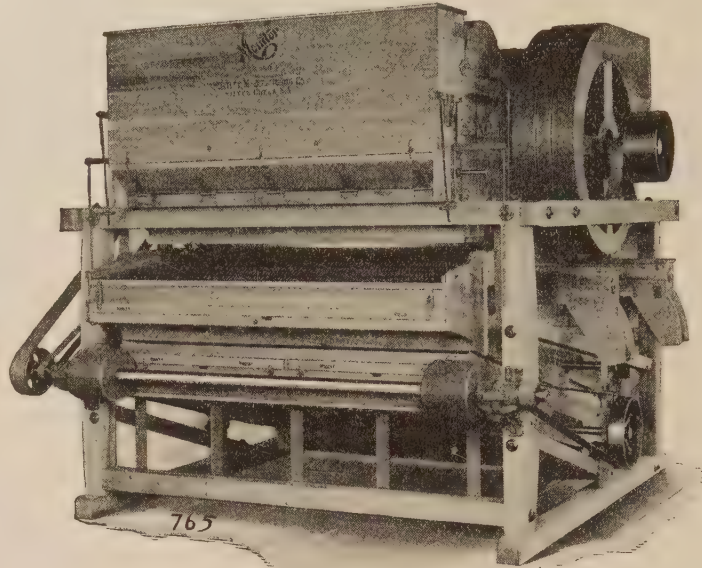
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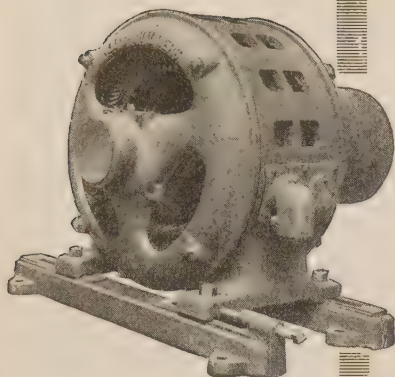
Westinghouse Engineering Service is at your command to determine on the best motor drive for every purpose in your mill.

W

WESTINGHOUSE
ELECTRIC

WESTINGHOUSE ELECTRIC & MFG. CO.
East Pittsburgh, Pa.

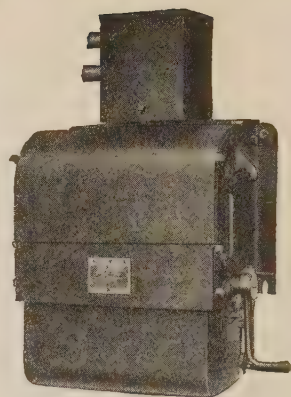
Westinghouse



Allis-Chalmers Type "AN" Motors with Type "N" Potential Starters are fully adapted for Mill and Elevator Work.

Simple and Rugged design affords reliable operation.

Arranged for Conduit Wiring.



ALLIS-CHALMERS

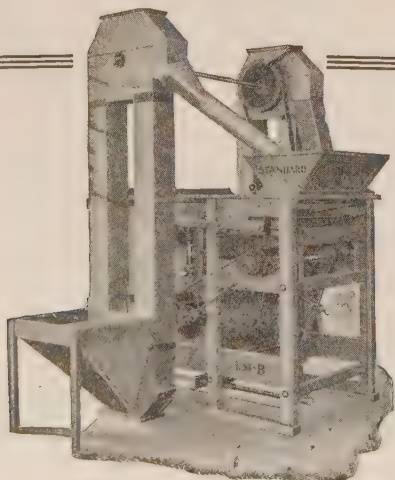
MILWAUKEE, WIS. U. S. A.

The Progressive Grain Dealer is interested in the cleaner that will effectually do his work with the least trouble and expense. In the

STANDARD

you have embodied simplicity, economy and completeness. Write for our catalogue [giving full particulars.

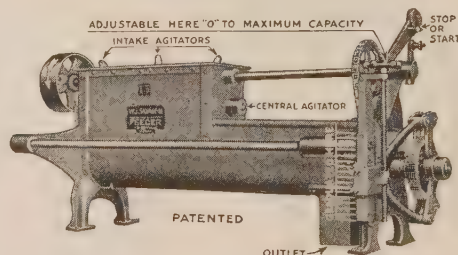
The International Mfg. Company
CRESTLINE, OHIO



FEED MEN:

Efficiency of Operation determines your profits.

GAUNTT gives greater efficiency, therefore, greater profits.

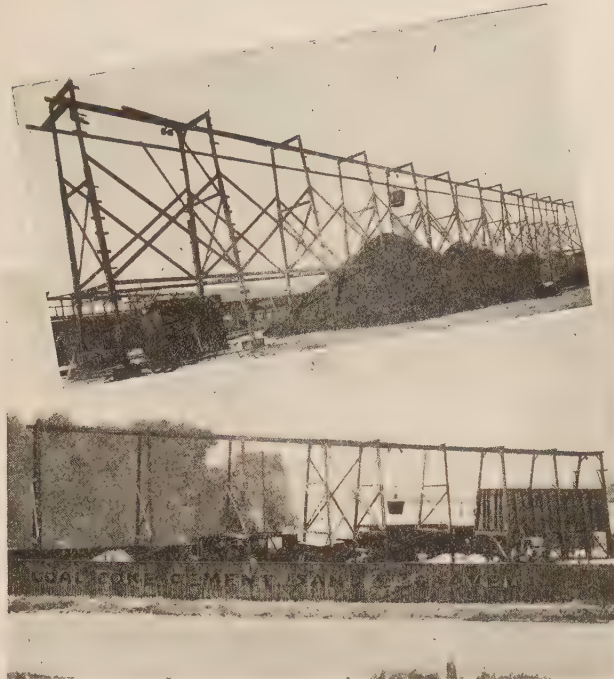


**If You Have Feeder Troubles
Install the GAUNTT and
Forget Them**

W. J. SAVAGE CO., Inc., Knoxville, Tenn.

NOTE—We build complete feed plants and furnish plans.

Service
that
Saves



Cut Down Overhead *Handle Your Coal Mechanically* The Godfrey System

will unload and store your coal at an average cost of 5 to 7 cents per ton. One man operates the entire system by means of a motor driven hoist. The operator, hoist and motor are on the ground, which permits of economy of installation and operation.

YOUR GAINS

Saves Labor
Saves Time

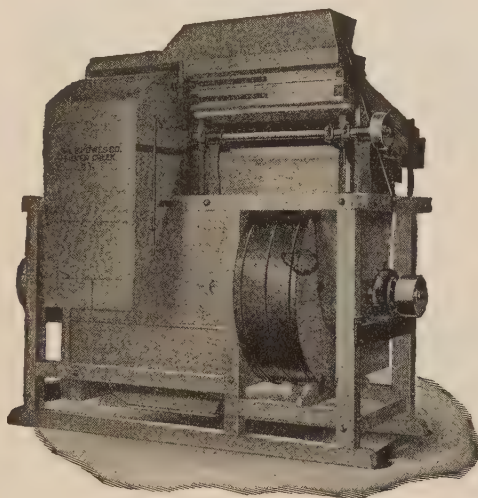
Eliminates demurrage costs
Keeps equipment moving
Prevents coal shortage
Increases production
Adds profits.



Silo Storage

Our modern factory and trained engineering staff are at your disposal. Write us today for literature or let us send our representative to look over your plant and make suggestions. This we will do without charge or obligation.

Godfrey Conveyor Co.
107 13th Street Elkhart, Ind.



"EUREKA" OAT CLIPPERS

are big and strong and rugged—made to run twenty-four hours a day, and three hundred and sixty-five days in a year, and they'll do it, and do it so easily that you will forget you have one on the job.

Maximum of Efficiency — Minimum Cost of Upkeep. That's what is accomplished by the

"EUREKA" OAT CLIPPER

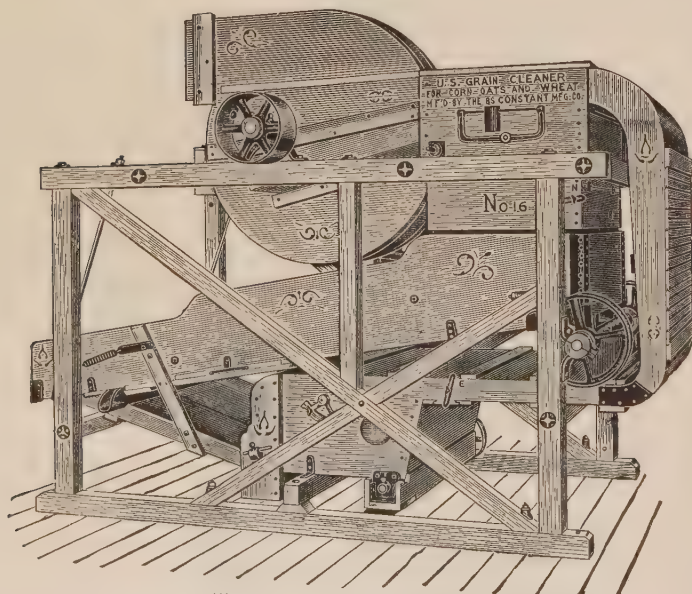
ASK FOR BULLETIN NO. 68.

S. HOWES CO., Inc.
SILVER CREEK, N. Y.

European Branch: 64 Mark Lane, London, England.

REPRESENTATIVES:

William Watson, Room 415, 111 W. Jackson Blvd., Chicago, Ill.
J. E. Gambrell, 749 E. Church St., Marion Ohio.
J. Q. Smythe, 3951 Broadway, Indianapolis Ind.
F. E. Dorsey 3850 Wabash Ave., Kansas City, Mo.
Brinkley Supply Company, Seattle, Wash.



Quality Cleaning

You grain men of experience know that clean grain brings a premium price at the terminal markets. For this reason your elevator should be equipped to thoroughly clean all grain before shipping.

The U. S. Grain Cleaner

is acknowledged a leader in satisfactory performance, and has built up a reputation for operating efficiency and economy that needs no remarks on our part.

Satisfied users are our best endorsements and to them we will gladly refer any prospective buyers of grain cleaning machinery; knowing their testimony will bring the purchaser to the U. S. factory.

Write for further information about this cleaner and other grain elevator machinery.

B. S. Constant Manufacturing Co.

Bloomington, Illinois

SUCRENE FEEDS

LOOK for a big demand on Sucrene Feeds for summer feeding. Sucrene Dairy Feed for cows on pasture, Sucrene Hog Meal and Poultry Feeds for growing pigs and poultry, have an established reputation for profitable returns.

Right now we are giving Sucrene dealers a tremendous advertising boost. Page and double-page announcements on spring and summer feeding of Sucrene are stocking feeders, dairymen and poultry raisers in your locality—arousing old friends and creating new prospects for immediate business.

The high price of oats and corn, and the greater cost of operating trucks, have brought a marked increase in the demand for Sucrene Horse Feed with Alfalfa. It materially reduces the cost of horse power and promotes health. Tell your horse owners about it.

Get your order in now. Write us at once for prices.

AMERICAN MILLING COMPANY

Main Office and Mills: PEORIA, ILL.

BRANCH OFFICES: Philadelphia, Pa., 205, The Bourse
Boston, Mass., 88 Broad St., Boston 9

Sucrene Dairy Feed

Sucrene Calf Meal

Sucrene Hog Meal

Sucrene Poultry Mash
with Buttermilk

Sucrene Scratch and
Chick Feeds

Sucrene Horse Feed
with Alfalfa

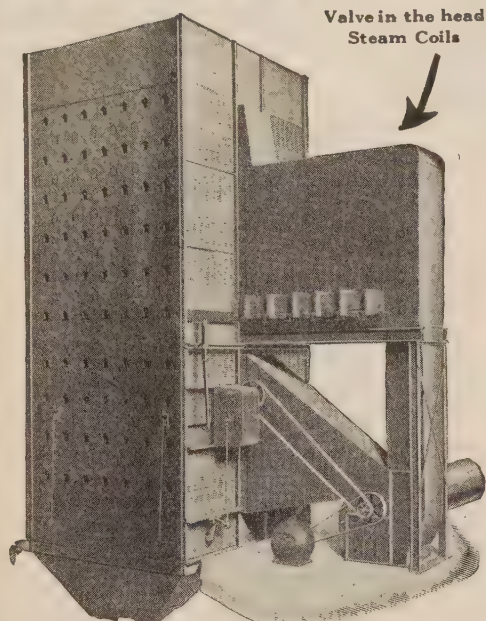
Amco Fat Maker for
Steers

Empire 20% Dairy Feed

Amco Dairy Feed 25%
Protein for Heavy
Milkers



MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

BE PREPARED
BUY AN AUTOMATIC MORRIS
 You will use it every year.

AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

We Also Offer a Complete Line of Direct Heat Driers

THE STRONG-SCOTT MFG. COMPANY

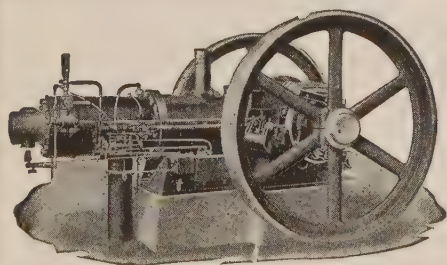
"Everything for Every Mill and Elevator"

GREAT FALLS

SPOKANE

MINNEAPOLIS

WINNIPEG



Real Power—

the kind that you can depend upon at all times is the kind of power you want. And you want this kind of power as cheap as you can get it. The MUNCIE OIL Engine for many years has been giving satisfactory service in hundreds of country elevators. It should be in yours. Here are a few

Reasons Why

Lower Fuel Cost
 Closer Regulation
 No Shut-downs
 More Power

Steadier Power
 Greater Reliability
 Fewer Repairs
 Lower Upkeep

Write for proof of facts.

MUNCIE OIL ENGINE CO.

518 JACKSON STREET

MUNCIE, IND.

ACCOUNT BOOKS FOR GRAIN DEALERS

COMPLETE SET FOR \$6.25

A GRAIN RECEIVING BOOK (No. 12 AA).

Grain Register is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received. Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages or spaces for records of 4,000 loads. The book is well printed and ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2½ lbs.

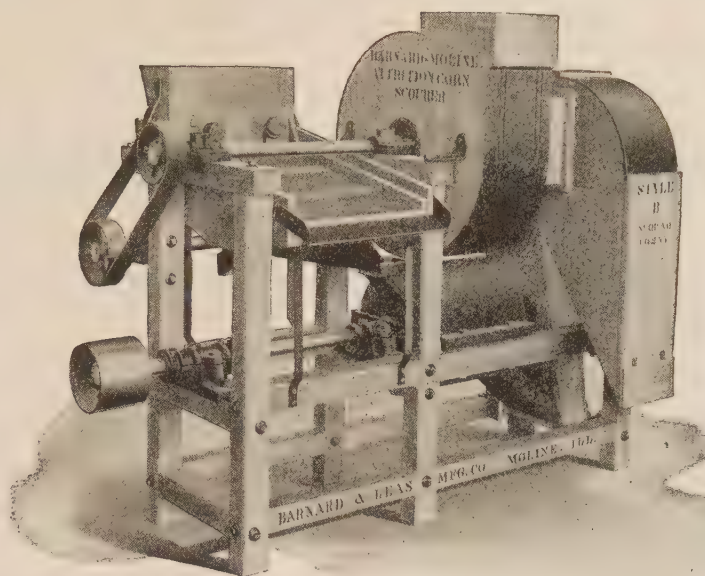
A GRAIN SHIPPING BOOK (No. 14 AA).

Sales, Shipments and Returns is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of over 2,200 cars, is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Weighs 3½ lbs.

GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.



**Barnard-
Moline
Attrition
Corn
Scourer**

Scouring Corn Without Waste

is making a mild assertion compared to the actual efficient results being obtained from this wonderful machine by a large number of millers. It actually scours and cleans the corn without fracturing and damaging, and thus wasting the tender, starchy and most valuable end of the kernels of corn, which are damaged and wasted when scoured with machines of the revolving beater type.

The degree of scouring is fully controllable by means of an adjustable, automatic, valved outlet. The interior revolving, agitating mechanism gives a rapid, rolling or revolving motion. The friction of the corn against itself and against the walls of the case removes all adhering foreign substance as well as black caps and the hard, woody tips.

Write for free Bulletin L-15 explaining all

Everything complete
for your elevator from
pit to cupola at
"Direct to you from
Factory" prices.
Orders promptly filled

BARNARD & LEAS MFG. CO.

MILL BUILDERS AND

MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

THE NEW CARTER DISC SEPARATOR

FOR SEPARATING

OATS and BARLEY FROM WHEAT

ONCE THRU GIVES A PERFECT CLEAN UP

YOU WILL BE INTERESTED IN THIS MACHINE

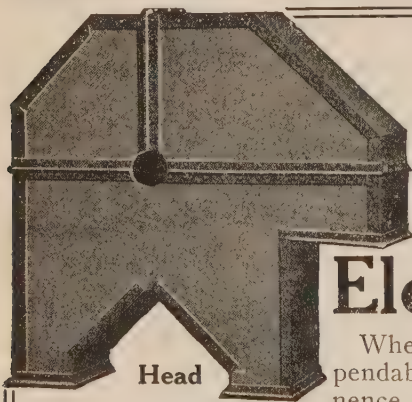
WRITE FOR CATALOG

CARTER-MAYHEW MFG. COMPANY

607 FIFTH AVENUE, SO.

MINNEAPOLIS, MINN.

Address Canadian Inquiries to STRONG-SCOTT MFG. CO., Ltd., Winnipeg



Head

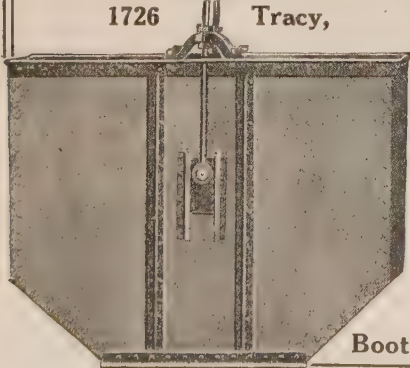
"Standard" Dust Tight Steel Elevators

Where economy, dependability and permanence are demanded get our quotations on Dust Tight Steel Elevators. Built according to standard designs or your specifications.

Standard Steel Works

Successors to The Ell-Kay Mfg. Co.

1726 Tracy, Kansas City, Mo.



Boot

We manufacture Steel Elevator Casings, Heads, Legging boots, Buckets, Spouts, Dust Collectors, and all Steel and Galvanized Elevator Equipment.

OUR MOTTO for over twenty-five years has been **SAFETY FIRST**. During these years we have equipped thousands of elevators with dust collecting systems to



prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

FOR CATALOGUE, WRITE

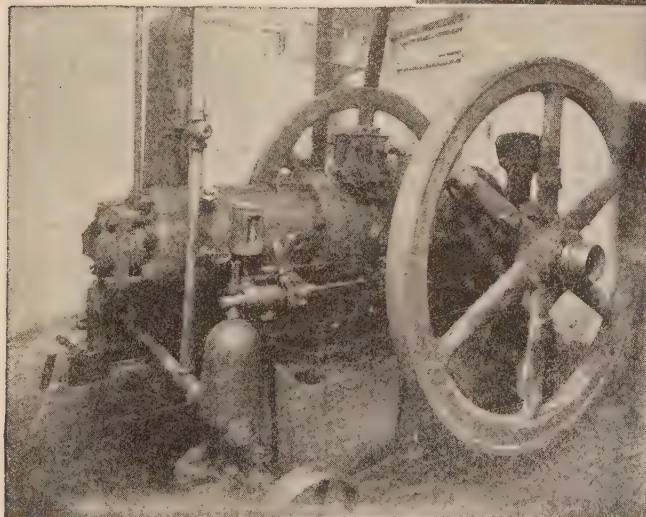
THE DAY COMPANY
Minneapolis, Minn.

The Stanford Elevator Now Gets Power From Low-Priced fuel Oils

by using a Fairbanks-Morse
20 H. P. "Y" Oil Engine.

"We consider it first class in all respects" says Wm. H. Springer, Manager of the Stanford Grain Company. "We only use about one-half as much coal oil as we did gasoline with other makes of engines, and have no bother with it in any way since installed."

"Y" oil engines—10 H. P. to 200 H. P.—give unfailing power from a wide variety of low priced fuel oils. Guaranteed by Fairbanks-Morse Quality.



Simple in construction — practically automatic in operation and regulation—no carburetors, valves, batteries, mixers, timers, igniters, magnetos, switches or spark plugs.

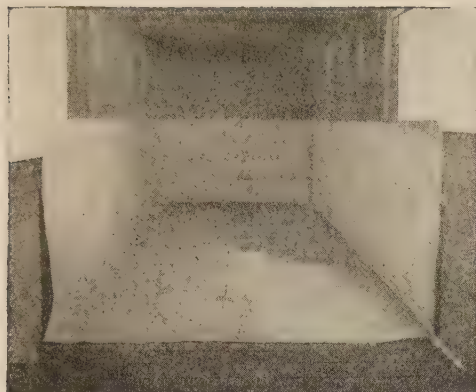
Special quick-starting device; air seal prevents oil from being blown out of bearings; positive lubrication; sensitive governor. No hot bulb—no water injection.

Fairbanks, Morse & Co.

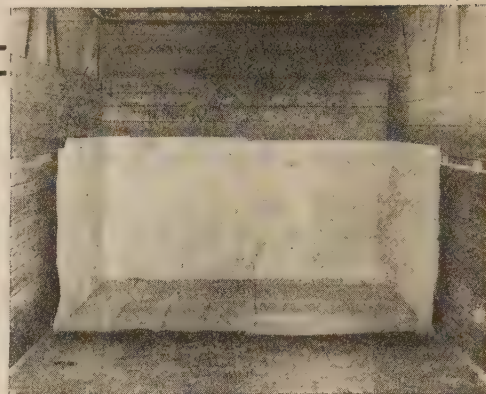
MANUFACTURERS CHICAGO

The Canadian Fairbanks-Morse Co., Ltd., Montreal

Engines - Pumps - Motors - Hoists - Air Compressors - Fairbanks Scales - Sheffield Motor Cars - Stand pipes - Coaling Stations - Etc.



HERE IS
COMMON SENSE



Kennedy Car Liners Are Not Made for You—

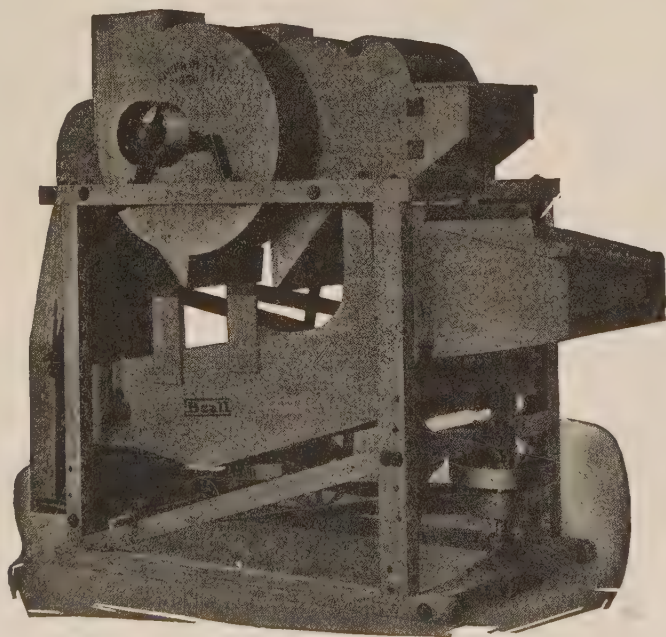
UNLESS you wish to safeguard your grain shipments against loss due to leaks in transit.

Kennedy Car Liners afford the most advantageous, inexpensive and yet most efficient method of preventing leakage of grain in transit. As the demand this season is especially heavy it will be wise for you to place your order as soon as possible.

THE KENNEDY CAR LINER AND BAG CO.
SHELBYVILLE, IND.

Canadian Factory: The Kennedy Car Liner & Bag Co. Ltd., Woodstock, Ont.

The Beall Grain Separator

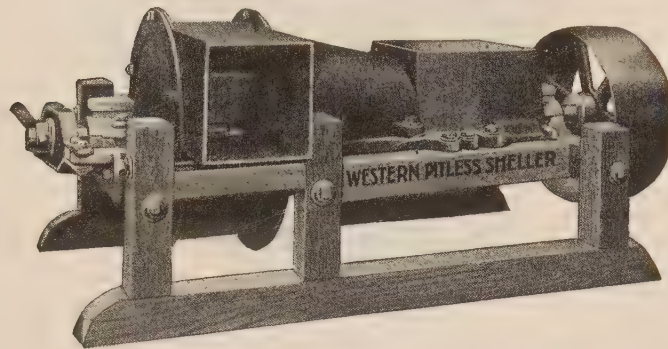
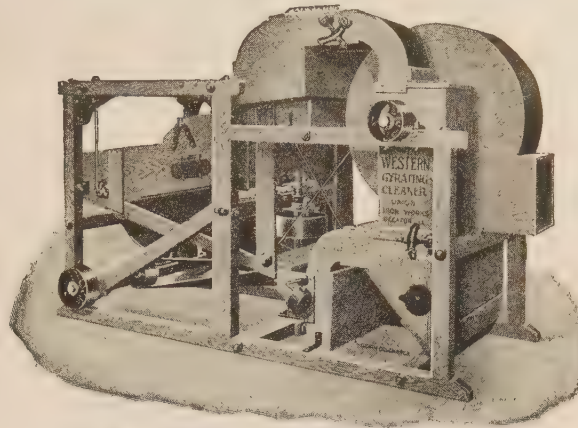


A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.

Beall
THE MARK OF QUALITY

The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.

Beall Improvements Co., Decatur, Ill.



ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

UNION IRON WORKS, Decatur, Ill.

THE NEW RICHARDSON

SELF OPERATING—SELF ADJUSTING—SELF COMPENSATING AUTOMATIC GRAIN SCALE
is ready for prompt delivery

Rather unusual for immediate deliveries to be made on anything these days. But WE mean what we say. IF YOU ORDER WITHIN THE NEXT THIRTY DAYS, your RICHARDSON SCALE will be shipped at once. We cannot promise such prompt delivery on orders reaching us after MAY 1ST. WE ARE PREPARED TO MAKE IMMEDIATE DELIVERIES TO BUYERS WHO CAN FORESEE THEIR REQUIREMENTS and place their orders now.

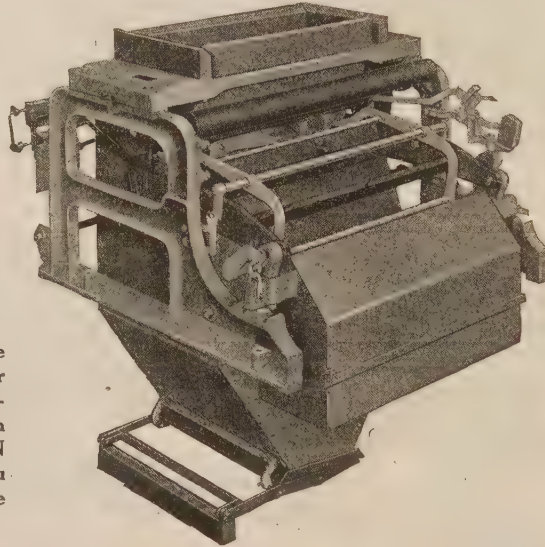
WAREHOUSE STOCKS

at

CHICAGO, 209 S. State
Mpls., 122 Corn Exch.
Omaha, Keeline Bld.
Wichita, Kansas
Passaic, N. J.

INSTRUCTIONS

Act just as though you were going to sell a car of Wheat or Corn. Call your phone operator, and get a connection with the nearest RICHARDSON branch. Tell them what you want, and you will get it, blame quick.



The
NEW RICHARDSON
is the only FULL Auto-
matic. It is NOT semi-
automatic.

RICHARDSON AUTOMATIC
SCALES are built to conform to
the scale specifications adopted
by the INTERSTATE COM-
MERCE COMMISSION Jan-
uary 13th, 1920, Docket No. 9009.

SELF OPERATING
SELF ADJUSTING
SELF COMPENSATING
TYPE REGISTERING
CHOKE PROOF
RUST PROOF
FOOL PROOF

RICHARDSON SCALE COMPANY

CHICAGO OMAHA MINNEAPOLIS WICHITA PASSAIC, N. J. MEMPHIS ATLANTA

AS PIONEERS in the manufacture of rubber belt-
ing for elevating and conveying grain, we feel
that we are in better position than other manu-
facturers to cater to the needs of grain elevator own-
ers. The world's largest grain elevator, many of the
larger terminal elevators and scores of country houses
use our Elevator Belting. It is warranted to run per-
fectly smooth and true on pulleys, and can be depend-
ed upon at all times to do the work required.

Belts punched accurately for buckets if desired. Es-
timates for elevator equipments cheerfully furnished.

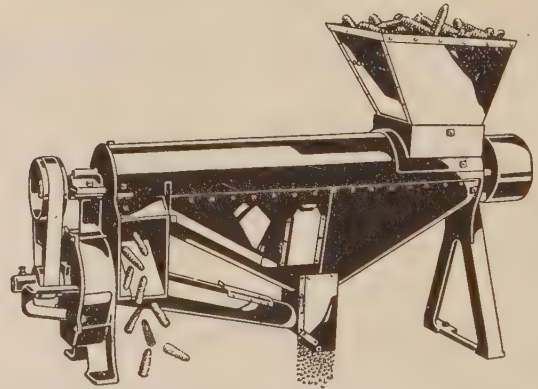
New York Belting & Packing Co.

91-93 Chambers Street
NEW YORK

124-126 W. Lake Street
CHICAGO, ILL.

2d Ave. N. and 3d Street
MINNEAPOLIS, MINN.

218-220 Chestnut Street
ST. LOUIS, MO.



TRIUMPH CORN SHELLERS ARE SIMPLE

They have few parts and rarely ever get
out of order. They are on the job shell-
ing corn year in and year out.

We know of hundreds of Triumph
Shellers that have run for ten years and
more without needing any repairs.

Triumph Corn Shellers are fully de-
scribed in our new sheller bulletin.
We'll be glad to mail you a copy.

THE C.O. BARTLETT & SNOW CO.

Main Office and Works: Cleveland, Ohio

LET A BIRD SCALE INSURE YOU AGAINST SHIPPING LOSSES

Your claims don't collect themselves—you must back them with proof that can not be disputed.

Hand weights properly recorded without chance for mistake are the only sure proof that can not be contested—and the BIRD Scale will give you just such proof.

It will automatically record every pound weighed and every discharge made.

The BIRD Scale Is Fool-proof and Mistake-Proof.

Let us prove to you that the BIRD Scale will give you better protection on your shipments.

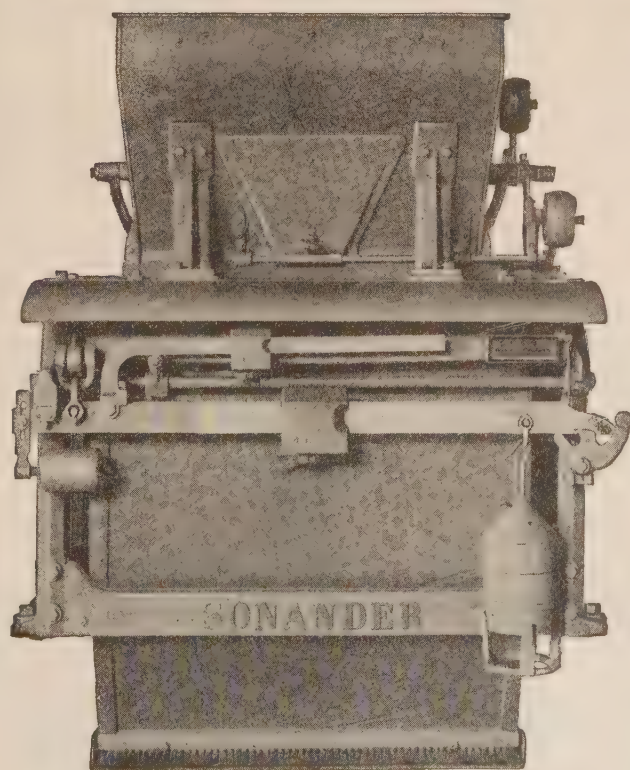


The BIRD Scale is independent of foundation or settling of elevator. It is suspended from structure and will align itself. No binding—no intricate, finely adjusted mechanism to get out of order. Scale proper consists of one lever only. Weighing not affected by sticks, straw, cobs or dirt of any kind. The BIRD Scale is positive in its weighing under all conditions. Will weigh all kinds of grain and seeds without any adjustments or changing of weights.

Post yourself on this new shipping scale. Send for catalog, particulars and plans of installations.

THE STRONG-SCOTT MFG. CO., MINNEAPOLIS MINNESOTA

Weigh Accurately



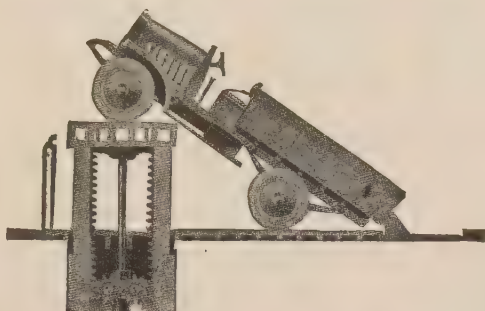
The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

Howe-Sonander Automatic Scale

When buying a scale be sure to inquire and investigate this scale. Its simplicity and accuracy will suit your every purpose, and save money for you. Any of the offices below will be glad to give you complete information. Address the one nearest you.

Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.
ST. LOUIS, MO., 512-514 St. Charles St.
DALLAS, TEXAS, 600 So. Ervay St.
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.
PITTSBURGH, PA., 112 Wood St., J. B. Bishop, Mgr.



Trapp Dumps

will handle trucks of all makes and all sizes with equal facility. The difficulty of a dump-lift that in time will become wobbly and unsafe, as in some methods of dumping trucks, is entirely overcome in the Trapp Dumps by our Trapp special-patent interlocking-gear-arrangement at all four corner posts. These interlocking gears hold the Trapp Dump-lift-platform secure and solid at all four corners, at each side, and at all points.

WRITE TODAY for an explanation in detail regarding the Trapp interlocking gear device. Better decide now to get a Trapp Combination Truck and Wagon Dump.

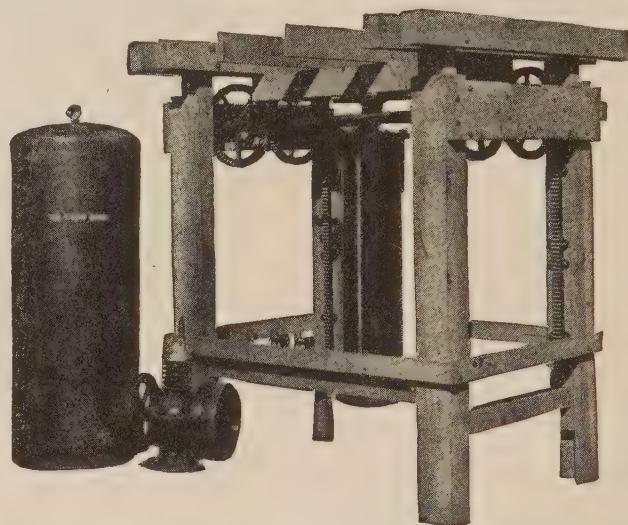
Address

The Trapp - Gohr - Donovan Co.

1125 North 22nd Street, Omaha, Nebraska

Your Patrons

naturally take considerable pride in their new auto-trucks. If they drive their grain to your elevator and have any damage or injury to the trucks on account of your inadequate truck dumping facilities, it will result in trouble for you generally, and a consequent loss of patronage.



Excerpts from Customers' Letters That Tell the Whole Story in a Nut Shell

Farmers Elevator Co., Conde, So. Dakota—

"To make a long story short, your dump is a world beater and labor saver."

Farmers Elevator Co., Brunsville, Iowa—

"I don't know of anything better and I doubt if there are as good. It works perfectly satisfactory always."

South Dakota Grain Co., Letscher, So. Dakota—

"It has worked to our complete satisfaction, giving us no trouble at any time. Operates as well in cold weather as in warm weather."

Pratt Mills, Pratt, Kansas—

"We can cheerfully recommend your dump as being absolutely fool proof and in our estimation the best combination dump we have ever seen; in fact we would not be without it at any price."

Kansas Flour Mills, Wichita, Kansas—

"After your dump was installed and thoroughly tested, we placed an order with you for 40 additional dumps; these have all been ordered out and in addition we have purchased four more making a total of 45 dumps we have ordered from you to date."

Lakefield Farmers' Co-operative Elevator Co., Lakefield, Minnesota—

"The writer had the pleasure of seeing a great many dumps at several conventions but none appeal to me as does the Globe Dump."

Grundy Canning Co., Grundy Center, Iowa

"Last spring we purchased from you your Globe Truck & Wagon Combination Dump and wish to state ever since it has been installed it has worked perfectly."

Thos. Page Milling Co., North Topeka, Kansas—

"We are pleased to state that the Globe Automatic Dump purchased from you last winter has been installed for the past four months and is giving the best of satisfaction. We find it a Time Saver and economical to operate; use about 4 lbs. of air to dump wagon and about 10 lbs. to dump four-ton truck. In general we think it the Best Dump on the market."

The Globe Combination Auto Truck & Wagon Dump is recognized by America's leading elevator contractors today, as the Most Efficient and Best Dump on the market.

Globe Machinery & Supply Co.
Des Moines, Ia.

We Make Prompt Shipments

Globe Combination Auto Truck & Wagon Dump

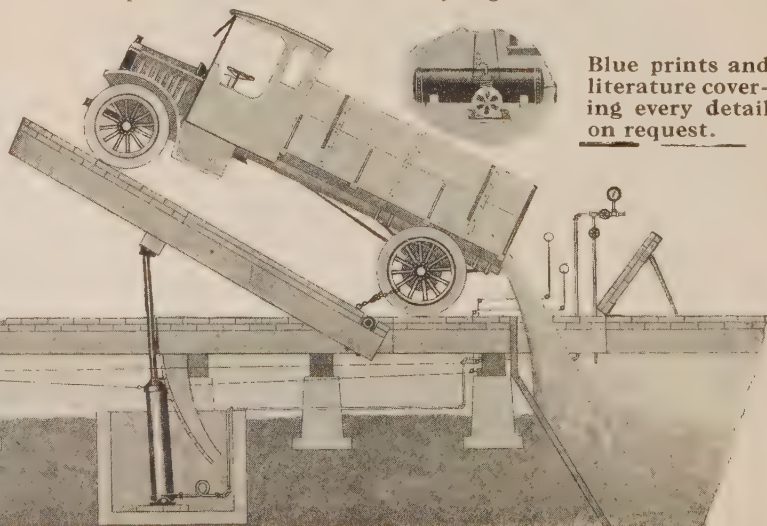
SIMPLE - RELIABLE - PRACTICAL

(SPENCER PATENTS FEB. 1912)

Our users make these statements because they have found our dump to be the Simplest and Most Practical dump on the market for the dumping of Trucks, Wagons or Sleds.

SIMPLICITY—Just this word on the Simplicity of our dumps: One of our dump's strong points of superiority is its **SIMPLICITY**. If you wish to lift a trap door and have strength enough in your arm, wouldn't you go ahead and lift without the aid of weights, gears, etc.? Of course you would. In the same way the Globe dump lifts the door by the simple means of a **POWERFUL, STEADY, STRONG AIR ARM** and nothing else—**SIMPLICITY**.

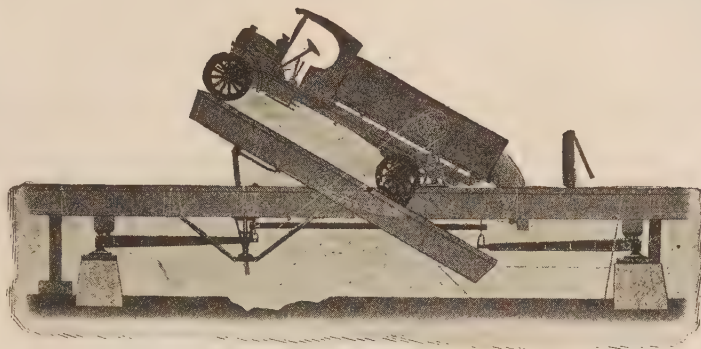
Also in following out this idea, our air lifting cylinder is pivoted at the bottom so it lifts either the Truck or Wagon and Sled dump at the immediate wish of the operator in the elevator driveway—again **SIMPLICITY**.



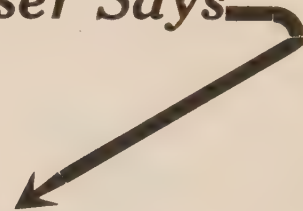
Blue prints and literature covering every detail on request.

AUTO TRUCK DUMPS

You've Got to Have One—
Why Not Install the Best?



What One
User Says



We can end your dump
troubles, and we
make a

SPECIAL BUSINESS

of

**Repair Work,
Remodeling and
Overhauling**

**GRAIN
ELEVATORS**

D. Waanders, Mgr.

DEALERS IN

Telephone No. 84

Farmers Mutual Co-operative Company

DEALERS IN

Grain, Live Stock, Lumber and Building Material, Coal, Brick, Cement, Lime, Etc.

Located on C., St. P., M. & O. Railroad

Hospers, Iowa, June 24, 1920.

To The Grain Dealers Supply Co.
Minneapolis, Minnesota.

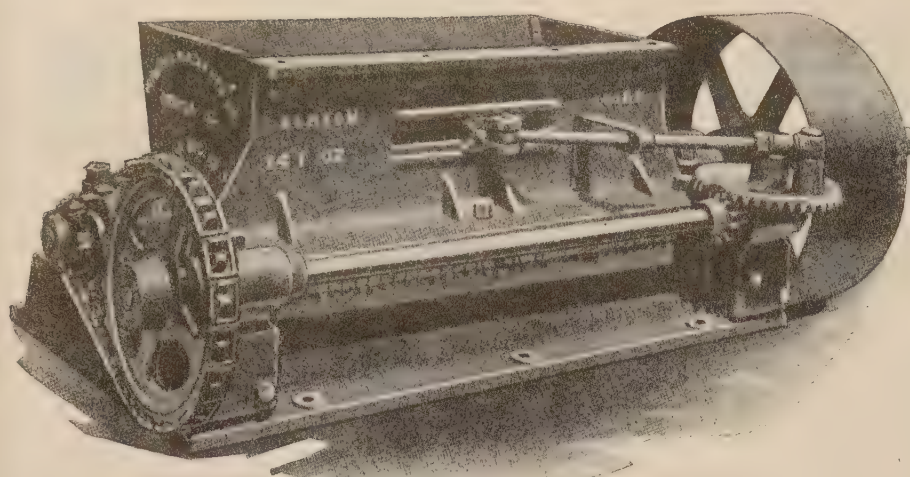
Gentlemen:-

Mr. H. M. Benson and his assistant Mr. Frank Kukla finished up the job in our elevator to-day. Their stay here was longer than they or we had expected it to be since we had never thought that the elevator would be in such poor shape as we found it to be. But everything is fine now, the machinery runs as smooth as can be. The new Benson Auto Truck and Wagon Dump works very satisfactory. We have already dumped 138 loads of grain both wagons and auto trucks and the dumps work very good. I think our dump troubles are over for a long time to come. You may refer to us at time in regard to the Benson Dump and in regard to your workman in elevator repairing, as everything is very satisfactory.

Yours very truly,
FARMERS MUTUAL CO-OP. CO.

D. Waanders Mgr.

Grain Dealers Supply Co.
Minneapolis, Minn.



KENYON Ear Cob Crusher

No irons such as horseshoes, hammers, etc., can stop this machine. Positively eliminates all corn crushing troubles.

Send for catalog and all details.

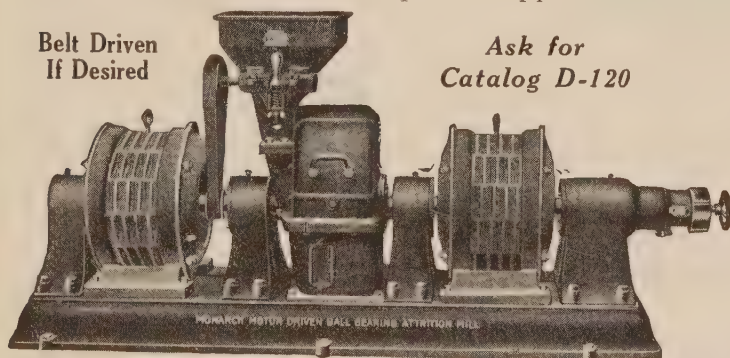
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You Can't Get More Value—Even By Paying More For It

In design, in construction, in economical operation and maintenance cost, in the quality of the ground product and the generally satisfactory assembly of strong points, there is nothing on the market to equal or approach the

Belt Driven
If Desired

Ask for
Catalog D-120



MONARCH

Ball Bearing Attrition Mill

The non-trammable feature alone is a sufficient reason why you should have a Monarch, and there are many other features just as productive of economy and profit.

SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

P. O. Box No. 26
Main Office and Works: **MUNCY, PA.**

KANSAS CITY, MO., 102 New England Bldg.

MINNEAPOLIS, MINN., 407 Fourth St., So.

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An efficient leg in an elevator wins half the battle

More than a thousand elevators escape mixing grain by using a



Hall Signaling Distributor

and very many are **doubling their capacity**, reducing cost of operation and maintenance, and more effectively and conveniently doing the work without back-legging or choking by installing a

HALL SPECIAL

elevator leg with actual results after installation.
Guaranteed by the

Hall Distributor Company, 222 Railway Exchange Bldg. **Omaha, Nebr.**

If you have a good thing

Tell the Grain Dealers—
They'll do the rest—

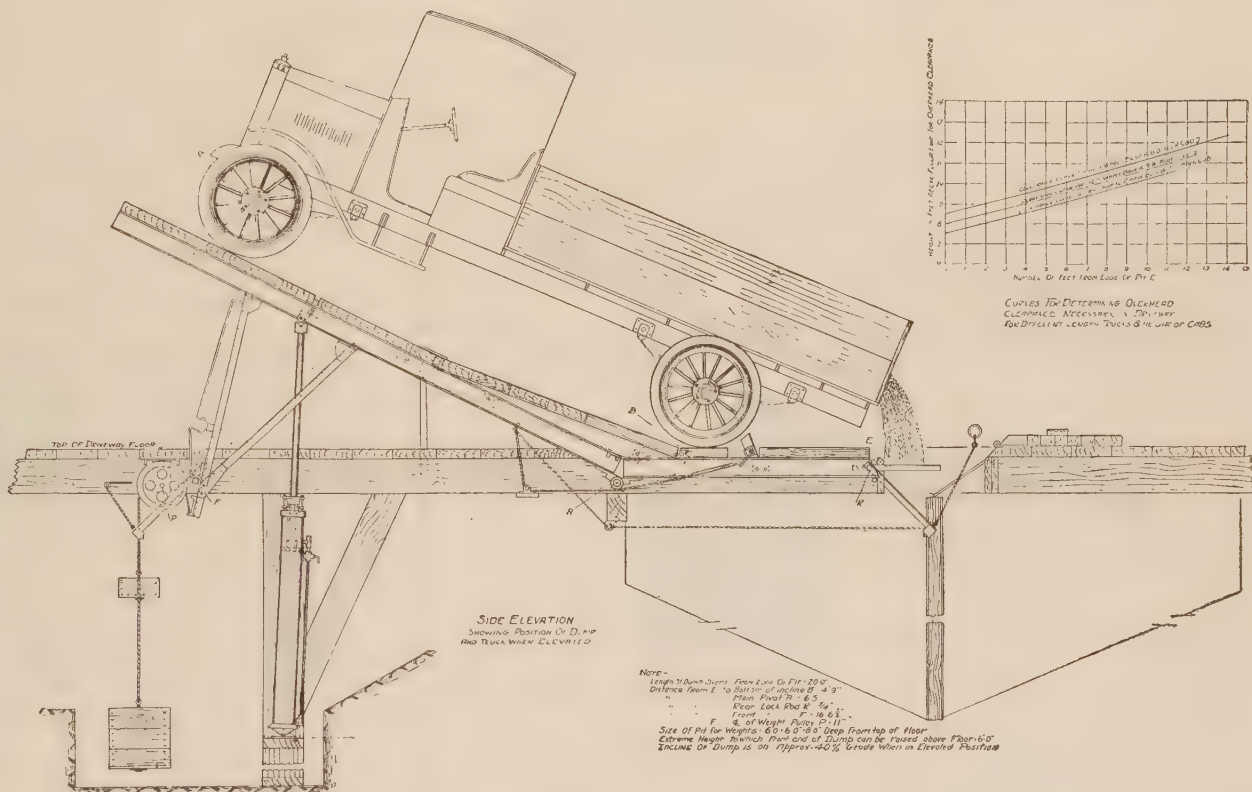
Advertising is the quickest and best way—but it must be the right kind of advertising.

If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.
Try it.

The Improved Moffitt Automatic

"America's Foremost Truck Dump"



No Power Required

A steel truck dump and a steel wagon dump combined, which is surfaced with floor planking, flush with driveway floor.

It will dump trucks, wagons and sleds 365 days in the year.

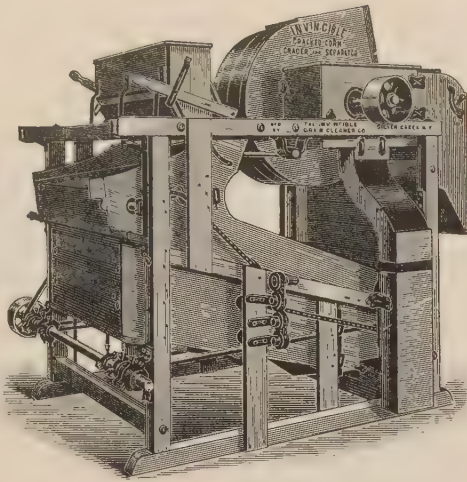
Equipped with safety wagon dump lock, safety wheel stop for trucks, which work automatically.

Automatic Truck Dump Company

Manufacturers

4723 Leavenworth Street

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Silver Creek, N. Y.

Cracked Corn Products can be manufactured by nearly every grain handler without the necessity of an expensive installation and with positive assurance of profits therefrom.

The INVINCIBLE will make three distinct grades (coarse, medium, fine), removes the hulls separately, and the uncracked kernels which can be returned to the grinder. Each separation is thoroughly cleaned by air. All screens are kept clean by automatic brushes.

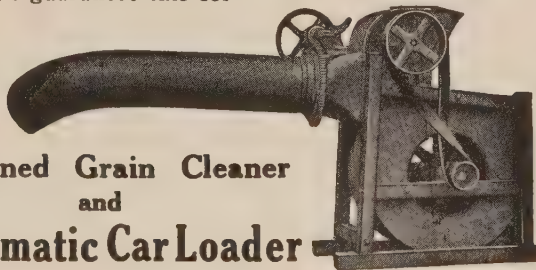
GRAIN TRYERS	4-ft. wood center steel	- - - \$6.00	5-ft. - - - \$ 8.30
DOUBLE TUBE TRYERS 4-ft.	4-ft. wood center brass	- - - 9.50	5-ft. - - - 12.00
BAG TRYERS - \$1.35 and \$1.75	- 5-ft. - \$12.00.	FLOUR TRYERS , each	- 1.00

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CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The
Combined Grain Cleaner
and
Pneumatic Car Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

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Corn Grading
Grain Moisture
Bean and Seed Testing Scales
Special Scales for Special Purposes



Style No. 6000
Corn Grading Balance

Torsion Balances

—have—
No Knife-edges—No Friction—
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Used by U. S. Dept. of Agriculture, Testing Stations, Grain Elevators, Seedsmen, Commission Houses and Boards of Trade.

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MINNEAPOLIS, MINN.

ESTABLISHED 1898

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

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From 1903 to 1920 without a Breakdown or Replacement

In 1903 Mr. Henry Greffrath, of South Lima, N. Y., bought an Otto Engine. Here is an excerpt from a letter we recently received from him.

"I am in need of three parts for my No. 3 Otto 5 Horsepower engine. I do not know name or number you have them listed by but you can tell from cut enclosed which they are.

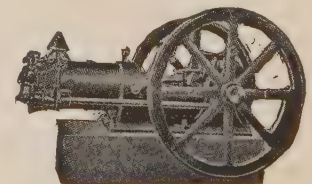
"This engine was bought from you in 1903 and this is the first time I had to replace any part of this engine."

—And Otto Engines are built as well if not better today.

Let us send an Otto Engine folder. Your name and address on a post card will do.

Otto Engine Manufacturing Co.

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GRAIN DEALERS JOURNAL :: CHICAGO



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Collection
is
Profit Collection

When You Install a
NEW "1905"

CYCLONE DUST COLLECTOR

In the first place it is saving the possible total loss of your house by dust explosion; second, the dust and screenings so collected can be sold; and in the third place it effects a saving of one-half in power cost. The revenue thus produced by the collector will pay for it many times over.

Investigate before it's too late.

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Going to Minneapolis Stop at HOTEL DYCKMAN

300 rooms all with a bath.

Fireproof Construction.

C. NEIPP, Proprietor

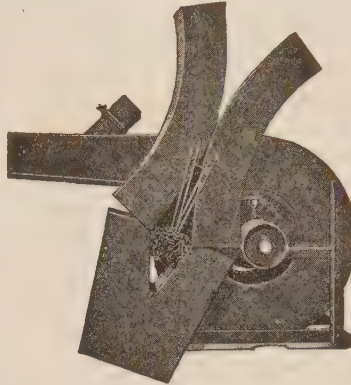
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St. Joseph, Mo.

The paper the Grain Dealer
supports, because it supports
the Grain Dealer—
GRAIN DEALERS JOURNAL

Randolph Grain Driers

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

DO YOU WANT MORE RAILROAD CARS?



If your elevator is within 150 feet of another railroad, you can load cars on that other road, from your present elevator, by blowing grain from your elevator to cars on that other road, with a Boss Air Blast Car Loader. Cars loaded without scooping, too. Piping may be carried under ground if necessary, then brought to surface, spouting into car.

Another Way to Meet Car Shortage

If your distance to other railroad is too great, one of our compact, portable Air Blast Car Loaders will solve your problem. They load direct from wagons into cars, without any scooping in the car or from the wagon. They load EAR corn also without scooping.

Maybe you can get cars on that other railroad when you can't on your own. If you can, then it may pay you to investigate fully without obligating yourself in the least.



Write today for our new catalog "GOOD BYE SCOOP."

MAROA MANUFACTURING CO., Dept. G., Maroa, Ill.

Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with

one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the

bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

Bernert Mfg. Co.

491 12th Street

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GRAIN ELEVATOR BUILDERS

DON'T

let the supply agents sting you with any old *TRUCK DUMP*, and convince you they will *operate* when installed by their *near mechanics?* as an inducement to BITE.

We have placed ALL with our *experienced elevator builders and know from the past years experience* the one that has stood the test.

YOU are not *experimenting* when we furnish your truck scale and dump and install same, or overhaul and make replacements in your elevator. THAT IS OUR BUSINESS, as well as build your wood or fire proof elevators.

Younglove Construction Company
SIOUX CITY, IOWA

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A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$2.75

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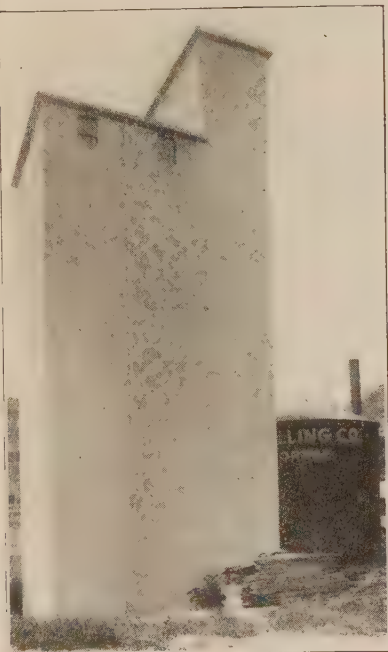
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Wood or Concrete
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Designers and Builders—Grain Elevators, Mills and Warehouses
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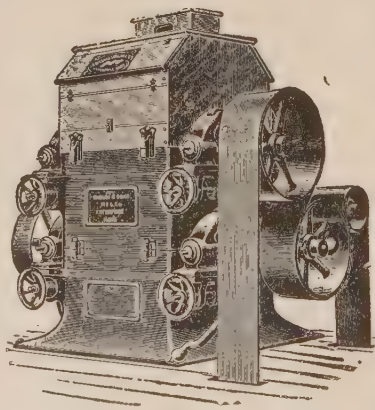
Reinforced Concrete Grain Elevator built
for Wright Milling Co., Bluefield, W. Va.

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Grain Storage, Mill Buildings

built of Reinforced Concrete are Fire-
proof, Economical to build and last a
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They save their cost in reduced insurance
We will be pleased to give estimates

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Successors to Deverell Spencer & Co., Inc.
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BUILDERS of Good Elevators

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Reinforced Concrete Elevators
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MILL BUILDINGS
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More than 20 years experience
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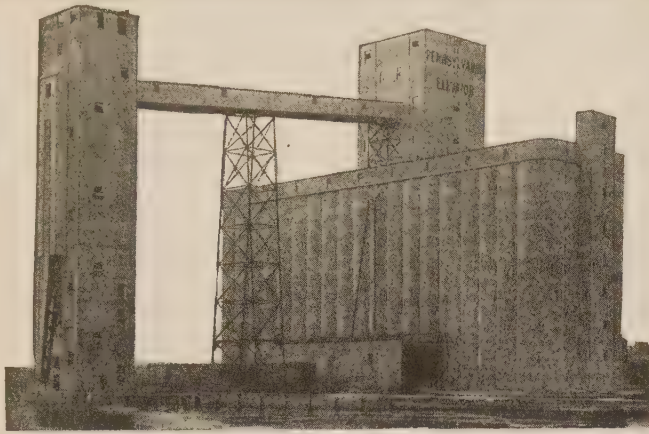
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We can furnish and install equipment in old or new elevators, guaranteeing greater capacity with less power, and positive Non-Chokable working leg. Let us show you
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Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

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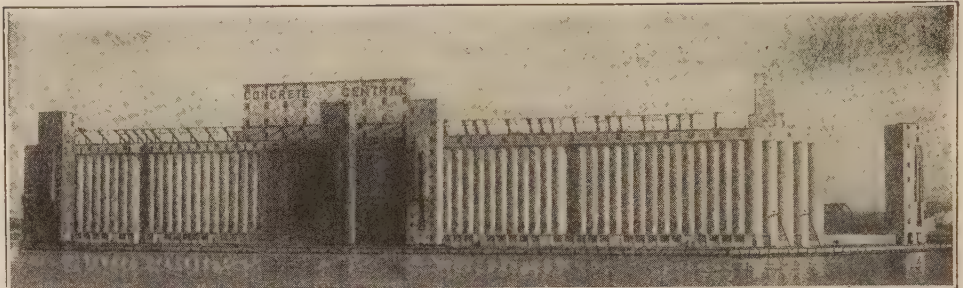
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Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

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The view below is the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland. This elevator is equipped with four Stewart Link-Belt Grain Car Unloaders. See them in operation and be convinced of their great saving in labor cost.

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Designers and Builders
GRAIN ELEVATORS
IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT.

15th Floor, Westminster Bldg.

CHICAGO

W. R. SINKS, Manager

Capacity
5,000,000 Bushels



"We have built for many of your friends. Eventually we will build for you. Why not now?"

GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

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FOR

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The James Richardson & Sons, Limited.

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Offices: Fort William, Ont., Duluth, Minn.
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Established 1897— CHICAGO —Incorporated 1902

Continuously under the management of

GEORGE T. BURRELL, President

DESIGNERS AND BUILDERS

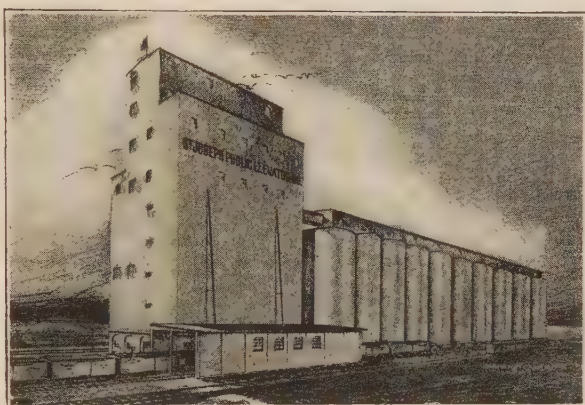
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In doing our best, completely and satisfactorily to handle work in this field of construction we have sought to establish the fact that

No job is too small to merit our careful attention and none so large as to tax our capabilities.

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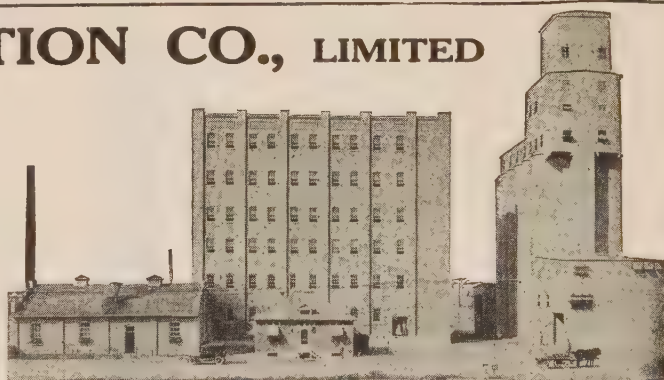
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Elevator and Mill Designed and Built for Lake of the Woods Milling Co., Ltd., Medicine Hat, Alberta.



The 1,250,000 Bushel

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at

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is the latest acknowledgment of our capabilities as Grain Elevator Engineers and Constructors.

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FEED GRINDERS WITH MORE CAPACITY and LESS HORSE POWER

The W-W is the most economical grinder made. No grinding plates or sharp knives—the hammers do the work.

The W-W grinds: Alfalfa, barley, beans, buckwheat, shelled, snapped or corn on cob, corn fodder, feterita threshed or in head, hay, kafir, maize, peanut hay, oats, peas, peavine hay, rice, straw, velvet beans and wheat.

Built in wide range of sizes—capacities from 500 lbs. to 8 tons hourly.

IMMEDIATE DELIVERIES Write for catalogue.

The Wilson-Wetterhold Grinding Machine Company
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DIXON'S Silica-Graphite PAINT GIVES BEST PROTECTION

Because it is a natural and not an artificial mixture of the silica and graphite pigment. This pigment is practically inert and indestructible. Not affected by air, moisture, acids or alkalis. Produced at Dixon's Ticonderoga mines only. Write for Booklet No. 15-B.

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JOSEPH DIXON CRUCIBLE COMPANY
D X N ESTABLISHED 1827 D X N
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The Van Ness Safety Roller Bearing Manlift

Is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.

Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

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Modern Grain Elevators



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It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND

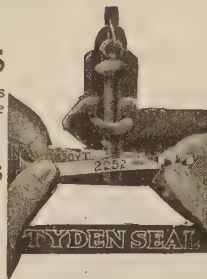


TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
10,000 SHIPPERS
Are now using them

Write for samples and prices.



INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President
617 Railway Exchange Bldg., CHICAGO, ILL.

The Automatic Dump Controller



There are dump controllers new,
And dump controllers old,
There are dump controllers on the market
Which are never sold.
But we are here to tell you,
So listen! while we say
"We're over thirty hundred strong
And selling more today."

Now is the time for cleaning up and remodeling, so, boys, don't overlook your dump, the most important feature of your plant,—but try and improve it.

Get the best possible equipment.

It's a trade getter and plays for keeps.

L. J. McMILLIN

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For Accurate Moisture Tests
use our Grain Dealers' Air Tight Cans for forwarding your grain samples.
ST. LOUIS PAPER CAN & TUBE CO.
ST. LOUIS, MO.

Grain Shippers

and in fact all grain men who are wide awake and on the alert to get onto all the ins and outs of the grain business, subscribe for and read the Grain Dealers Journal.

A Toll Saver

Here is a letter from a firm you all know, based on its experience over a period of five years with the Universal Grain Code.

POPE & ECKHARDT CO.

Grain

Commission Merchants
West. Un. Bldg.

Chicago, June 2, 1915.

Grain Dealers Journal,
Chicago, Ill.

Gentlemen:—

Since its publication we have made use of the Universal Grain Code continually in communicating with our customers, and we cheerfully subscribe to the fact that it is, in our opinion, a high class medium for the use of the Grain Trade and other lines incident to it. We find it not only useful, but that it is also a very efficient medium in saving telegraphic tolls. Most of our customers agree with us in the opinion we express herein covering the utility and usefulness of the book. Naturally, it requires a little study to become familiar with and to be able to make use of it to best advantage, but we cheerfully recommend it as a reliable and useful code for the purpose for which it is intended.

Yours truly,

POPE & ECKHARDT CO.
WNE:5

This is only one letter. Dealers everywhere who have used it pronounce the "Universal" to be far superior to any code ever published for the Grain and Milling Industries.

Its 146 pages of policy bond paper contain 13,745 expressions for modern, present day, trade terms, every one of which means a saving in tolls to you.

Follow the example of Pope & Eckhardt Co. Stop the leaks in YOUR profit account by sending us your order today. Price \$3.00.

Grain Dealers Journal
315 So. La Salle St. Chicago, Ill.

Humphrey Service Belt Elevator

Installed in 1888 is today giving 100% service in modern flour mill after having gone through

32 YEARS' DAY AND NIGHT SERVICE

The Humphrey Endless Belt Route is a comfortable and quick means of transportation from floor to floor.

NO MORE STAIRS TO CLIMB

Thereby saving the energy of your men for useful work, and insuring more work in the time formerly wasted climbing stairs. No mill or elevator of 3 floors or more is complete without a Humphrey. Your competitor may be cutting down his overhead with one.

Send for Bulletin G 2

If not made by Humphrey Elevator Co., it's not a genuine "Humphrey."

Humphrey Elevator Co.
Sole Manufacturers
FARIBAULT :: MINN.



U MAY

find a grain elevator to your liking in the "Elevators for Sale" columns of the Grain Dealers Journal, Chicago, Ill.; but, if you do not, you can surely find what you want by telling our readers your wishes thru our "Elevators Wanted" columns and thereby learn of some rare bargains which are not now advertised.

Samples

of

Grain, Feed, Seed and Flour

packed and mailed in

Spear Envelopes

always reach their destination promptly and in good condition

SPEAR ENVELOPES

have such a positive closing principle and are built so well that you cannot afford to experiment with others.

Let us send you samples and prices.
Test them in any way you desire and your order will soon follow.

HEYWOOD MANUFACTURING Co.

420 North Third Street
MINNEAPOLIS, MINN.

*Manufacturers of Special and Machine
Made Envelopes. Cereal Shells
and General Printers*

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

30,000 BU. ELEVATOR for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

SOMEBODY'S always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevators For Sale" columns of the Journal.

SOUTH CENTRAL MINNESOTA Cribbed Elevator for sale, 25,000 bushels capacity, with side lines of coal, flour and feed. Address Capacity, Box 11, Grain Dealers Journal, Chicago, Illinois.

CENTRAL INDIANA ELEVATOR for sale, 25,000 bushels capacity. Private ground, large territory, electric power, side lines. Cheap if taken at once. Address Private Ground, Box 2, Grain Dealers Journal, Chicago, Illinois.

14,000 BUSHEL ELEVATOR, averaging 15,000 Bushels per month. In one of the best sections of central Illinois. Side lines can be added. Electric power. Address A. C. Parks, Macomb, Illinois.

TWO NORTHWESTERN IOWA ELEVATORS in Sioux and Plymouth Counties for sale, coal business in connection. In good grain producing territory and good crop prospect this year. Address Good Crop, Box 1, Grain Dealers Journal, Chicago, Ill.

WANT TO SELL INTEREST in elevator to party that will take charge and run it. A good opportunity for the right man. Located in Central North Dakota on main line Railway. Crop outlook good. Address H. G. Bundy, Velva, N. Dakota.

60,000 BUSHEL CAPACITY Elevator for sale, in good condition, in Central Illinois City. Station handles 1,000,000 bushels. Good competition. Own ground. Extra storage included if desired. Write quick A. B. C. Box 2, Grain Dealers Journal, Chicago, Illinois.

KANSAS ELEVATOR and Feed Business for sale. 25,000 Bushel Capacity. The best elevator and feed business in the State. Two railroads. Own ground. Good town. Property in perfect condition. \$20,000.00 will take it. Immediate possession. Address McAleer's Mill & Elevator, Parsons, Kans.

GRAIN AND FEED ELEVATOR with electric attrition feed mill for sale. Located in a good grain territory. Good dairy and feed business. Plenty of grinding with good retail trade.

C. A. FENSTEMAKER,
Amboy, Illinois.

8,000 to 10,000 BUSHEL CAPACITY Elevator For Sale, two warehouses, hay barn and coal bins. Located in a town of 3,000 people. Best town between St. Joseph and Denver. Paved streets, fine railroads. Good retail business. Address inquiries to Box 638, Superior, Nebraska.

35,000 BUSHEL ELEVATOR and 6,000 bushel Corn Crib, Motor and Gasoline Power, for sale. Located in one of the best grain points in Central Iowa. Station ships from four to five hundred thousand bushels. \$8,000.00 takes this plant. Address Motor and Gasoline, Box 10, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

ELEVATOR AT PALMER, MINNESOTA, for sale, nearly new; also Coal and Feed business. Good location, no competition. Price \$3,000. S. J. Loftus, Waseca, Minn.

WESTERN OHIO ELEVATOR for sale, 15,000 bushels capacity. On private grounds and spur. No competition. Located in fine grain section and doing a good business in grain and coal, salt, flour and feed. Residence property included. Address Western, Box 7, Grain Dealers Journal, Chicago.

TWO GRAIN ELEVATORS for sale, located in North Central Iowa at adjoining stations. Good grain territory and both handle flour, feed and coal. Side line will take care of operating expense. Both do good business. A mighty good opening for the right man. Write quick. Address Adjoining, Box 5, Grain Dealers Journal, Chicago, Illinois.

YOU MAY BE MISSING SOMETHING

If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

ELEVATOR, LUMBER and COAL Business for sale, in small town about 60 miles from Chicago, near a large town of 20,000. Splendid grain town, no competition. Several side lines. A splendid money maker. This offered on account of death of owner. Address James M. Maguire, 432 Postal Telegraph Building, Chicago, Ill.

15,000 BUSHEL CAPACITY ELEVATOR For Sale. Electric power—400 ton capacity coal shed; two feed and storage houses, all with 450 ft. frontage on railroad. Will include desirable residence and town property. Old established business. Good reason for selling. Address Frontage, Box 1, Grain Dealers Journal, Chicago.

TWO GRAIN ELEVATORS, complete with separate offices, scales, dumps, engines, coal shed, etc., both at Manhattan, Illinois, will be sold at Public Auction on the premises, at 1:30 P. M. Standard Time, on Saturday, July 31, 1920. One elevator of 40,000 bushels capacity is located on leased lands of Wabash Railway. The other elevator of 30,000 bushels capacity is located on private property abutting on the I. I. & M. Railway. Over 500,000 bushels of grain shipped from Manhattan each year.

For further particulars apply to Martin & Martin, Joliet, Illinois, or James McGrath, Manhattan, Illinois.

FIVE ELEVATORS located in Central Ohio for sale. Capacity ranging from 10,000 to 70,000 bushels. Wood construction, two of these elevators having metal siding. Of splendid construction. Equipped with gasoline engines. Total tonnage half million bushels. In best wheat, corn and oats district in Central Ohio. No competition. Elevators located within a radius of ten miles. Big Four and Panhandle Railroad. Will sell worth the money if sold quick. Reason for selling, because of other business interests. Side lines, feed, coal, etc., enough at each plant to carry overhead expense. Will sell separately or as a line. Do not write unless interested. Will make terms to suit purchaser. Address Overhead, Box 2, Grain Dealers Journal, Chicago, Illinois.

ELEVATORS FOR SALE.

40,000 BUSHEL CAPACITY Terminal Elevator For Sale. House has 20 cribbed bins arranged for mixing. Has loading and unloading tracks with two-100 ton track scales. Elevator located at Davenport, Iowa, on C. R. I. & P. Ry. Want to dispose of this house before the new crop begins to move and will sell at a bargain if taken at once. Address Davenport, Box 2, Grain Dealers Journal, Chicago, Illinois.

6,000 BUSHEL CAPACITY ELEVATOR for sale. Situated in the Holstein center of Wisconsin. \$100,000.00 business transacted last year in Dairy, Feed, Grass Seed, Flour, Salt and Grain. All in A-1 shape. Situated at Mapleton, Wisconsin. Make me an offer as I am going to sell. Come and see the property. Calvin J. Jones, Mapleton, Wis.

SOUTHERN KANSAS ELEVATORS and Good Grain, Coal, Feed and Implement business for sale, located in the best wheat belt of Southern Kansas. Fine schools and churches. Prosperous, high class farming community. A great opportunity for a hustler. Good crop of wheat now harvested. Write quick. Address Harvested, Box 12, Grain Dealers Journal, Chicago.

ONE-THIRD INTEREST for sale in good Country Elevator doing good business. In one of the best grain stations in Central Illinois. Station handles over one million bushels yearly. Elevator and storage capacity 80,000 bushels. Also doing a nice side line business in seed, coal and tile. Located in good town of 1,500 with pavements, electric lights and water system. Address System, Box 11, Grain Dealers Journal, Chicago.

ONE HALF INTEREST For Sale, together with the management of Country Elevator doing good business. Located in the heart of the grain belt of Eastern Illinois. Elevator 60,000 Bushels Cribbed construction, Ear corn elevator frame, 10,000 bushels, 500 ton coal bins, concrete and frame building. Station handles 600,000 to 700,000 bushels yearly. One competitor. Possession given at once. Address Opportunity, Box 2, Grain Dealers Journal, Chicago, Ill.

15,000 BUSHEL CAPACITY Fire Proof Elevator, also seven room modern stucco house, for sale. All on paved street, located in Western Ohio town of 1500, on good railroad in corn and oats belt. Fair competition. Handling 250 cars grain and hay per year, also Flour and Feed in car lots, good coal business and other side lines. If interested investigate at once as property will not be on the market long. No trades. Can arrange terms. Address Western Ohio, Box 1, Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR For Sale, concrete construction, 20,000 bushels capacity, also mill adjoining with 5,000 bushels storage capacity. Mill is brick building with two dumps, one for corn and one for wheat and wagon scale. Mill is 50 barrel Midget, fully equipped. Electrically operated. 25 horsepower motor in mill, 5 horsepower in elevator. Warehouses with ample storage capacity in connection with the above. Property located in good wheat country for which we are naming a price of \$27,000.00. Address E, Box 2, Grain Dealers Journal, Chicago, Illinois.

WHEN the first ring of the door bell is not answered, don't conclude that the folks are not at home. This applies to Journal "Wanted—For Sale" advertising. Ring again.

ELEVATORS FOR SALE.

25,000 BUSHEL ELEVATOR, for sale, equipped for grain and beans, with good coal business, in healthful town in Eastern Colorado, near Colorado Springs. Price \$12,000.00 for everything complete. Part terms.

The Russell Gates Mercantile Company,
633 Sixteenth St., Denver, Colo.

48,000 BUSHEL CAPACITY ELEVATOR For Sale. Small dwelling included. Own ground, private switch, sidelines—coal and salt. Doing fine business. New coal house 14x40 ft. with concrete floor. Large oat and wheat crop to move. Possession at once. Address Possession, Box 1, Grain Dealers Journal, Chicago, Ill.

50,000 BUSHEL CAPACITY Modern Elevator for sale, in small town 50 miles of Chicago, together with coal business and new residence under construction. Station ships from 500,000 to 600,000 bushels annually. Good competition. This plant handles more than half the grain. Have good lumber business in same town for sale also. This is a splendid opportunity for a man willing to live in a small town. Address James M. Maguire, 432 Postal Telegraph Building, Chicago, Ill.

ELEVATOR BROKERS.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

IF YOU WANT to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT. NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

ELEVATORS WANTED.

IF THE ELEVATOR you want to buy is not advertised in the "Elevators For Sale" columns make your wants known under the "Elevators Wanted" columns and you will quickly get full information on many desirable properties not yet advertised.

MALE HELP WANTED.

GRAIN ELEVATOR CARPENTERS, Millwrights Wanted, One Dollar an hour and transportation. Address P. O. Box 103, Bloomington, Illinois.

GOOD GRAIN ELEVATOR MAN Wanted. Ability for side lines. Excellent future. Address Elevator Man, Box 11, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED GRAIN ELEVATOR MANAGER Wanted for country Station in Nebraska. Address, with references, Colorado, Box 2, Grain Dealers Journal, Chicago.

TWO MEN WANTED to work around machines in feed mill located in Chicago. Address Machines, Box 2, Grain Dealers Journal, Chicago, Illinois.

LIVE, WIDE AWAKE YOUNG GRAIN MAN Wanted with experience, to take charge of branch office of reliable firm. Will give salary and commission. Address Box 828, Sterling, Colorado.

MEN WANTED—Elevator managers are in demand. Insert your advertisement in the Grain Dealers Journal to get the position that is waiting for you.

ELEVATOR SUPERINTENDENT Wanted, capable of handling 450,000 bushel elevator in connection with 2500 barrel mill handling both hard and red wheat, in Southwest. State experience and salary wanted in first letter, also give names of employers during the past five years. Address Elevator Superintendent, Box 2, Grain Dealers Journal, Chicago, Illinois.

FEMALE HELP WANTED.

EXPERIENCED BOOKKEEPER Wanted for Publishing Office. Room 507, Traders Bldg., Chicago, Ill.

SITUATIONS WANTED.

POSITION WANTED as grain buyer. Fully experienced and competent. Address Position, Box 1, Grain Dealers Journal, Chicago.

MAN WITH LARGE ACQUAINTANCE among Iowa Country Elevator Trade will consider position as solicitor. Address SMP, Box 2, Grain Dealers Journal, Chicago.

COMPETENT MAN of several years' experience in grain business desires position as manager of grain business either Farmers or Independent Company. Salary \$200.00 monthly. Address Independent, Box 2, Grain Dealers Journal, Chicago.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employees needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

POSITION WANTED as manager of Grain Elevator (Farmers preferred), and salary paid what the position is worth, eliminating the necessity of graft on the side in order to insure an honest living. Address Box 641, Great Falls, Mont.

POSITION WANTED as manager of large country elevator or line of elevators. Life time experience, good references, five years last position. Can start any time. Address Life time, Box 2, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED by an experienced Elevator Man. Must be in town with good high school. Can furnish best of references. Twenty-five years' experience. Address High School, Box 1, Grain Dealers Journal, Chicago.

POSITION WANTED as miller. Thirty-seven years old. Married. Can give best of references; twelve years' experience. Am at present employed but can come on 30 days' notice. Address Miller, Box 2, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED GRAIN MAN wants position as Elevator Manager or Grain Buyer. Can furnish best of references. Am employed at present but desire change. Kansas preferred. Address Kansas, Box 2, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED as manager of Grain Elevator, thoroughly capable of handling large business. Age 30. Married. First 20 years of life on farm, last 10 years in grain business. Honest and can give best of references. Address Farm Life, Box 2, Grain Dealers Journal, Chicago.

POSITION WANTED as second man in a good Farmers Elevator where opportunity would be afforded for thoroughly learning business. Have had grain and lumber experience. Advise salary first letter. Can furnish best references. Address Learning, Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED AS MANAGER of Farmers Elevator or co-operative elevator, Nebraska preferred. Have had five years' experience buying and selling for myself. Disposed of my elevator a short time ago and would accept a position as manager at good salary. Can furnish bank references. Address Bank References, Box 2, Grain Dealers Journal, Chicago, Illinois.

READ THIS—Fifteen years' experience as branch manager handling futures and cash grain. Freight and passenger departments of railroads. Chief correspondent, claim manager, branch manager. Well informed on law. Good knowledge of general business. Age thirty-eight. Married. Willing to go anywhere for right opportunity. Want connection of responsibility. Your communications will be treated as confidential. Address N. E. R., Box 11, Grain Dealers Journal, Chicago, Illinois.

SITUATIONS WANTED.

POSITION WANTED as solicitor for good Grain Firm, or manager of good Farmers Elevator Co. Fourteen years' experience. Scandinavian. References. Address Scandinavian, Box 1, Grain Dealers Journal, Chicago.

AN ADVERTISER in our Situations Wanted Columns says after one insertion: "I have so far received about five letters and who knows how many more I will get before the week is over. The Journal is the best advertiser of all the papers I know."

SITUATION WANTED managing an elevator or on the road soliciting and buying grain. Have had twenty years' experience buying and managing elevator. Can come on wire notice guarantee salary to be satisfactory. Will work on salary and commission in right territory. Wire or write Homer Musselman, Jamesport, Missouri.

POSITION WANTED by elevator man, age 30, married—8 years' experience as assistant to manager in elevator handling grain, seed, flour, feed, coal, etc. Can take care of any kind of machinery and repair work. First class bookkeeper. At present employed, but can start any time. Address E. M., Box 1, Grain Dealers Journal, Chicago.

GRAIN BOOKKEEPER, cashier or general office man, thoroughly experienced in all phases of the business and capable of taking entire charge, for personal reasons is desirous of making a change. Would be willing to locate in any terminal market. First class references in Minneapolis grain trade. Address P. O. Box 434, Minneapolis, Minn.

POSITION WANTED as manager of Elevator, or line of elevators doing good business. Have had nine years' experience in buying grain. Married. Thirty-six years old. Must be a man's size job with a good future and must be close to a good school. Can furnish good references. Am at present employed but am going to change soon. Address Nine, Box 2, Grain Dealers Journal, Chicago.

SITUATION WANTED by reliable grain man with years of elevator experience, also experienced track buyer for seven years. Will take management of Farmers or private elevator anywhere in Ohio. Track experience will take care of salary. Thirty-seven years old. Also stenographer, bookkeeper and rate man. Employed at present. Address Rate Man, Box 2, Grain Dealers Journal, Chicago.

POSITION WANTED as manager of Farmers Elevator Co., or line of Farmers Elevators doing a large business. Am able to take complete charge of the grain end of the business, and any side lines that are handled or that the Company wish to handle, and make the business pay. Am now employed as manager of a Farmers Union Co-op. Ass'n., handling 21 lines of merchandise, doing an annual business of \$1,500,000. Have been in present position four years, but wish to make a change in sixty days. Best of recommendation from my present employers, banks and commission houses. 20 years' experience in grain, live stock, and side lines. Am 43 years old and in best of health. State fully what you have to offer in first letter. Address Employers, Box 12, Grain Dealers Journal, Chicago.

MACHINE WANTED.

SECOND HAND No. 2 or No. 3 Barnard & Leas single cylinder rolling screen wanted, for scalping corn from cobs. Must be in first class condition.

Loughry Bros. Milling & Grain Co.,
Monticello, Indiana.

700 BUSHEL MEDIUM SCREW WHEAT Cleaners, five Bushel Richardson Scale, and 150 Bushel Fairbanks Hopper Scale wanted. Address Medium, Box 2, Grain Dealers Journal, Chicago, Illinois.

MACHINES FOR SALE.

FOR SALE:

Monarch 24 inch Belt Driven Attrition Mill.
First check of \$75 takes it.
Also One Number 12 Sullivan Crusher at \$40.00.

Above f. o. b. Woodstock, Ill.
William Bonslett, Woodstock, Ill.

HAVING GONE OUT OF THE BEAN BUSINESS WE OFFER FOR SALE AT A VERY LOW PRICE THE FOLLOWING:

ONE GIBBS BEAN PICKER,
ONE CLIPPER CLEANER.

Both machines are in good working order.
HOMER FARMERS ELEVATOR,
Homer, Michigan.

DO YOU want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

FOR SALE:

One 80 h. p. Corliss Steam Engine.
One Murray 150 h. p. Horizontal Tubular Boiler with flush front, grates, etc.
One 60 h. p. Kewanee Horizontal Tubular Boiler.

Two second hand stands of corrugated rolls.
R. A. HEACOCK COMPANY,
Falls City, Nebraska.

PORTABLE STEEL TUBULAR Elevator for sale, equipped with a 4 horsepower Cushman gasoline engine. Used ten days, in A-1 condition. Bargain price \$320.00 f. o. b. Warsaw, Ohio. Factory price would now be \$425.00 or more. Address Warsaw Elevator Company, Warsaw, Ohio.

FOR SALE:

One steel tank 8 ft. 9 inches by 5 ft. 6 inches at top, 4 ft. wide at bottom, 3 ft. deep.
One tank 7 ft. 9 inches by 6 ft. 6 inches at top, by 4 ft. 9 inches wide, 3 ft. deep.
One used Elevator Belt, good condition, 155 ft. 16 inches wide.
One 35 horsepower motor, 220 volt, 60 cycle, 3 phase.
One 10 horsepower motor, 220 volt, 60 cycle, 3 phase.
A lot of iron pulleys, also wood split pulleys.
One Iron Boot 17 inch pulley.
30,000 ft. 2x6 short length cribbing.
One 16,000 lbs. Fairbanks Hopper Scale.
Two screw conveyors.
One Head Pulley 56 by 17 inch.
One Ellis Drier, capacity 350 bu. per hour. This machine is in fine condition.
60 ft. 8 inch Gandee Belt, Good.
A lot of shafting and pillow blocks.
All this material is in good condition and ready for immediate shipment.
Prices on application.

RISSER ROLLINS CO.,
Kankakee, Ill.

MACHINES FOR SALE.

WILL YOU BUILD CONCRETE BINS? We have for sale, cheap, 125 second hand jacks for this purpose. Address Concrete, Box 2. Grain Dealers Journal, Chicago.

MIDGET MILLS—One 25, one 50 and one 60 barrel Midget Marvel Mill for sale. Also all kinds new and used mill machinery. H. C. Davis, Bonner Springs, Kans.

FOR SALE—1-600-S Joliet. Cylinder Shuck Sheller. Brand new. Guaranteed as represented. Price F. O. B. Cars Tebbetts, Mo., \$600.00. Sold for the want of use.—Tebbetts Mill & Ele., Tebbetts, Mo.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, and sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

POWER PLANT MACHINERY For Sale:

Two 125 h.p. Return Tubular Boilers.
One 250 h.p. Bass Corliss Engine.
One Heater and Two Pumps.

LAFAYETTE CORN MILLS,
Lafayette, Ind.

FOR SALE CHEAP.

150 Barrel Fairbanks Hopper Scale, also vats, casks, ice machinery, compressors, shafting, piping, pulleys and machinery of all kinds of Chicago Brewery Co., 1269 W. North Ave., Chicago. Phone Randolph 1372 or write W. D. SAGER, 330 E. N. Water St., Chicago, Ill.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,
9 S. Clinton St., Chicago, Ill.

LEATHER RUBBER BELTING CANVAS STITCHED

An Enormous Stock of New and Used Power Transmission Machinery, Belting, etc.

TEUSCHER AND SON MACHINERY SUPPLY CO.
527 N. SECOND ST. ST. LOUIS, MO.
Send for No. 18A BARGAIN PRICE LIST

MACHINES FOR SALE.

FOR SALE: BIG LOT of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiv'g Separator, Elevators, Shafting, Pulleys and Hangers. 20 carloads of everything in the elvtr. and milling line. A. D. Hughes Co., Wayland, Mich.

IF YOU WANT A MACHINE that is not advertised here, ask for it. Make your wants known. Some one wants to sell the machine you need, but hasn't started advertising it.

DYNAMOS AND MOTOR BUYERS are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamo-Motors" columns of the Grain Dealers Journal, Chicago.

FOR SALE: Three 18-h.p. Lauson Oil Engines, in good running order, only been used about three months. Also one 14 H.P. Lauson Oil Engine, brand new, never been set up. Anyone needing such power can get a bargain by corresponding with The Farmers Elevator Company, Metcalf, Illinois.

SECOND-HAND SCALES OF ANY make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" column of the Grain Dealers Journal, Chicago.

MOTORS FOR SALE.

TWO 20 h.p. and two 30 h.p., 2 phase, 60 cycle, 220 volt motors, 900 R.P.M., for sale. Address Ballinger & McAllister, Bloomington, Illinois.



**THE MILL MACHINERY
SUPPLY HOUSE**
CHICAGO

MACHINERY
For Grinding, Elevating and
Conveying all kinds of grain,
of standard makes, from
smallest to largest
capacities.

**NEW
AND 2ND
HAND
REBUILT
FLOUR
MILL
MACHINERY**

Big Stock

We have the Largest
Stock of 2nd Hand Flour
Mill and Elevator Machinery
in the World.

Belting, Pulleys, Shafting, Elevator
Buckets and Conveyor Bolting
Cloth and Roll Grinding.

Write for Net Price Book No. 75-B

B. F. GUMP CO.
THE MILL SUPPLY HOUSE
431-437 South Clinton Street, CHICAGO, ILL.

**GOOD
AS
NEW**

Since 1893
27 years
scale manu-
facturing



COLUMBIA SCALES are the BEST

"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made, and retain their accuracy longer than any scale on the market. Columbia Scales are being used by practically every Feed, Coal, Ice and Material Dealer in Chicago; there must be a good reason.

COLUMBIA SCALE COMPANY

F. BEUCKMAN & SON, Proprietor

2437-43 N. Crawford Avenue

CHICAGO, ILL.

Telephone Albany 4

We maintain a large modern repair and testing department where we can repair any make or capacity scale, also keeping a good stock of parts. Competent men furnished to take out and install your scale.

BROKERAGE ACCOUNTS.

OKLAHOMA GRAIN COMPANY is willing to make arrangements with reputable country elevators in the wheat section of the state to finance and handle the crop on fifty-fifty or commission basis. If interested address Reputable, Box 1, Grain Dealers Journal, Chicago.

OFFICE SUPPLIES.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

FOR SALE—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

THE WICHITA STORE AND OFFICE EQUIPMENT CO., of Wichita, Kansas, say in regard to their advertisement: "We certainly were glad to know that each morning brought us queries for office furniture. And always in their letter they would say they noticed our ad in the Grain Dealers' Journal."

MILLS FOR SALE.

FOR SALE—Well equipped 100-barrel mill in Rocky Mountain territory, with advantage of natural gas for fuel. Present owners retiring account poor health and other interests. Address Rocky Mountain, Box 10, Grain Dealers Journal, Chicago, Ill.

BAGS FOR SALE.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

10,000 SECOND HAND Cotton Grain Bags for sale. 16 oz. 35c each, f. o. b. St. Louis, in large or small lots.

FOELL & CO.,

123 Market St., St. Louis, Mo.

DO YOU WANT the name and address of the man who should be working for you? Try an ad in the "Help Wanted" columns of the Journal.

SCALES FOR SALE.

NEW AND REBUILT scales of all kinds. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

ONE 750 BU. Avery Automatic Grain Scale, Hopper, Capacity 3 bushels. Guaranteed to be in 1st class order. A bargain. Milwaukee Scale & Supply Co., 102 Sycamore St., Milwaukee, Wis.

300 BUSHEL CAPACITY Hopper Scale, in good condition, for sale.

Williamsburg Co-operative Ass'n.,
Williamsburg, Indiana.

FOR SALE: One Richardson hand compensated Automatic Scale, 5 bushels' capacity, 1250 bushels per hour, in first class condition. Address Richardson, Box 12, Grain Dealers Journal, Chicago.

SCALES WANTED.

50 OR 100 BUSHEL HOPPER SCALE Wanted. Must be priced right and in good condition. Address Central Roller Mills Company, Ida Grove, Iowa.

ENGINES FOR SALE.

15 H.P. BESSEMER GAS ENGINE For Sale, good as new. Selling on account of installing motors. Address Lexington Elevator & Mill Co., Lexington, Ohio.

TWO TYPE Y FAIRBANKS MORSE 25 h.p. Oil Burning Engines for sale. Good as new, used six months. Address Geo. H. Stuart, Schoolcraft, Michigan.

25 H. P. MOGUL ENGINE, 19" Ball Bearing Attrition Mill with complete drive, for sale. Engine in good running order. Balance as good as new. A bargain.

THE CHATFIELD GRAIN CO.,
Chatfield, Ohio.

ANY KIND, ANY SIZE, ANY PRICE gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

ENGINES FOR SALE.

ONE 8 H. P. FOOS TYPE SK Gasoline or Kerosene Engine for sale. This engine is new and has never been uncatered. Has a 12x10" Clutch pulley. Reason for selling is that we have installed electric motor. Address Farmers Elevator Company, Green Mountain, Iowa.

FOR SALE at a bargain, the following Gas Engines:

- 1—15 h.p. Otto Engine, speed 260.
- 1—6 h.p. Fairbanks Engine, speed 350.
- 3—3 h.p. International Engines, speed 600.

These Internationals will burn either Kerosine or Gasoline.

The above engines were used one week as emergency power in our factories during the recent coal shortage and are as good as new. Address Purchasing Department, G. S. Blakeslee & Co., Cicero, Illinois.

YOU CAN SECURE a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

BUSINESS OPPORTUNITIES.

FEED MANUFACTURING PLANT located in Chicago for sale. Equipped to make all varieties feed, including molasses feed. Bag storage room fifty cars. Situated in heart of city. Good switching facilities. Address Switching, Box 12, Grain Dealers Journal, Chicago, Ill.

MINNESOTA GRAIN, COAL AND FEED business for sale, consisting of twin elevators, coal pocket and sheds. Equipped with electric motors and gas engines. Good country, oiled roads. Well established business. Must sell on account of closing estate. Address J. H. Dobie, Mapleton, Minnesota.

FINE QUARTER SECTION, Brookings, South Dakota, land to trade, all in cultivation. Not a foot of waste land. Want Elevator in Southern Minnesota or Eastern Nebraska in town of 1200 to 5000 population. Not a speculator, am grain man wanting a good business. Address Quarter Section, Box 2, Grain Dealers Journal, Chicago.

FOR SALE
GRAIN and FEED BUSINESS
near Portland, Me. Annual business over \$100,000. Address
T. C. Wentworth, Cornish, Me.

SEEDS FOR SALE—WANTED

The J. M. McCullough's Sons Co.
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Field and Garden Seeds
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We are buyers of
Timothy—Clover—
Millet

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MINNEAPOLIS SEED CO.
MINNEAPOLIS. MINN.

SEEDS ANY and EVERY
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CAR LOTS or LESS
The Nebraska Seed Co.
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FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

SEEDS WANTED.

WANT TO BUY Pigeon grass screenings, wild mustard seed screenings and elevator screenings. Send samples and prices delivered New York.

J. A. BARRY,
29 Broadway, New York, N. Y.

SCREENINGS WANTED.

OFF-GRADE WHEAT, BARLEY, Corn or Oats, Wheat Screenings, Corn Screenings, Corn Bran, Oat Screenings, Oat Clippings, Barley Screenings, Barley Chaff or elevator screenings of any kind wanted. Please send samples. B. J. Burns, 324 Chamber of Commerce, Buffalo, N. Y.

SEEDS FOR SALE—WANTED

Field and Grass
Seed Trade Directory

ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Belt Seed Co., The, importers & exporters seeds.
Wm. G. Scarlett & Co., wholesale seed merchants.

BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass and Dogtail.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.
Illinois Seed Co., The, grass and field seeds.
Johnson, J. Oliver, seed merchant.
Continental Seed Co., seed merchants.

CINCINNATI, OHIO.

McCullough's Sons, The, J. M., field and garden seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

DES MOINES, IA.

Iowa Seed Co., buyers and sellers.

EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

FARIBAULT, MINN.

Farmer Seed & Nursery Co., seed corn & grass seeds.

INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.
Indiana Seed Co., The, grass and field seeds.

KANSAS CITY, MO.

Missouri Seed Co., wholesale exports and imports.
Peppard Seed Co., J. G., wholesale seeds.

LAWRENCE, KANS.

J. Underwood & Son, grass and field seeds.

LINCOLN, NEB.

Griswold Seed & Nursery Co., seed merchants.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.
Louisville Seed Co., clover & grasses.
Ross Seed Co., jobbers and exporters.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., grass and field seeds.
L. Teweles Seed Co., field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The, Albert, seeds.
Minneapolis Seed Co., seed merchants.
Northrup, King Co., wholesale seeds.

NEWBERN, TENN.

Cole Seed Saver Co., Japan clover wholesale.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.
Doughten, Inc., H. W., grass & field seeds.
Nungesser-Dickinson Seed Co., wholesale seed merchants.
Radwaner Seed Co., I. L., fld. & gr. seeds, ex. imptrs.

OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.
State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Chesmore Seed Co., field seeds.

ST. LOUIS, MO.

Manglesdorf, Ed. F. & Bro., wholesale field seeds.
Newman & Malkemus, grass and field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SELMA, ALA.

Geo. M. Callen, seed grasses & hay.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn.
Flower Co., The, S. W., seed merchants.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

WICHITA, KANS.

Ross Bros. Seed Co., fld. seeds, alf., kaffir, sweet corn.

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

JOBBER AND EXPORTERS

ROSS SEED CO.

Ky. Blue, Orchard, Red Top, and all kinds
of field seeds Bought and Sold.

Louisville, Kentucky.

Send Samples

Millets and Seed Grains

to

THE BELT SEED CO.

Importers and Exporters

Baltimore

We Offer Alfalfa, Red Clover and
Crimson Clover at Very
Attractive Prices

The Manglesdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.

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KANSAS

We are buyers of

Clovers, Timothy and Alfalfa
SEEDS

Send Samples

L. TEWELES SEED COMPANY

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DEALERS

RAPE
SPRING VETCH
ALFALFA
CANARY SEED

JOBBER

I. L. RADWANER SEED CO.

SEED MERCHANTS

NEW YORK
CITY

IMPORTERS

EXPORTERS

MISSOURI BRAND SEEDS

Specialists

KANSAS GROWN ALFALFA
MISSOURI GROWN BLUE GRASS
MISSOURI SEED CO.
KANSAS CITY, MISSOURI

The S. W. Flower Co.

WHOLESALE
FIELD SEED
MERCHANTS

SPECIALTIES

RED CLOVER, TIMOTHY
ALSIKETOLEDO
OHIO

LOUISVILLE SEED COMPANY

INCORPORATED
LOUISVILLE, KY.

Headquarters for

RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES FIELD SEEDS

FLOWER, FIELD and LAWN SEED

J. OLIVER JOHNSON

Wholesale

SEED MERCHANT

1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

"BRANDNU"
BRANDThe Standard of Value
GRASS AND
FIELD

SEED



CONTINENTAL SEED COMPANY

CHICAGO, U. S. A.

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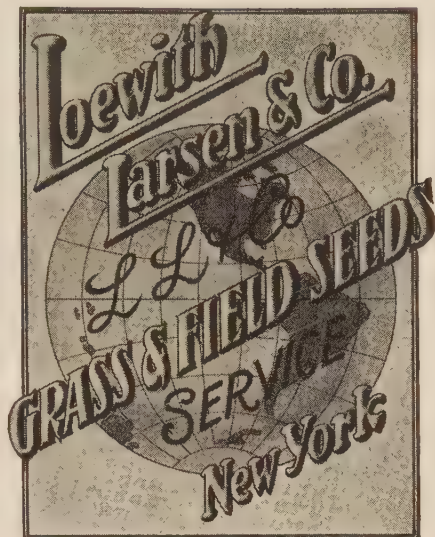
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SEEDS FOR SALE—WANTED

Crawfordsville Seed Co.
FIELD SEEDS
Crawfordsville Indiana

The Stanford Seed Company, Inc.
Wholesale Field Seeds . . . BUFFALO, N. Y.

The Toledo Field Seed Co.
Clover and Timothy Seed
Consignments solicited. Send us your samples.
TOLEDO, OHIO



THE ILLINOIS SEED CO.
CHICAGO, ILL.
WE BUY AND SELL
Field Seeds
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Mail Samples for Bids

GRAIN BAGS

Will soon be needed
to move the new
Seed Crop

Ask for our prices on
Standard Brands

KELLOGG SEED COMPANY
MILWAUKEE, WIS.

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We Are Buyers of NEW CROP ALSIKE
and Sellers of D. E. RAPE

FOR SALE SUNFLOWER SEED,
ANY QUANTITY
WANT BUCKWHEAT, also
WILD MUSTARD SEED
P. L. ZIMMERMAN CO.
ST. LOUIS, MO.

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DISTRIBUTORS OF
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Weights and Grades
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Responsible brokers wanted in all markets

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HENRY HIRSCH
WHOLESALE FIELD SEEDS
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Buyers and Sellers of Timothy, Red Clover,
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Prompt Shipment
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CLOVERS, TIMOTHY
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Crabbs Reynolds Taylor Company
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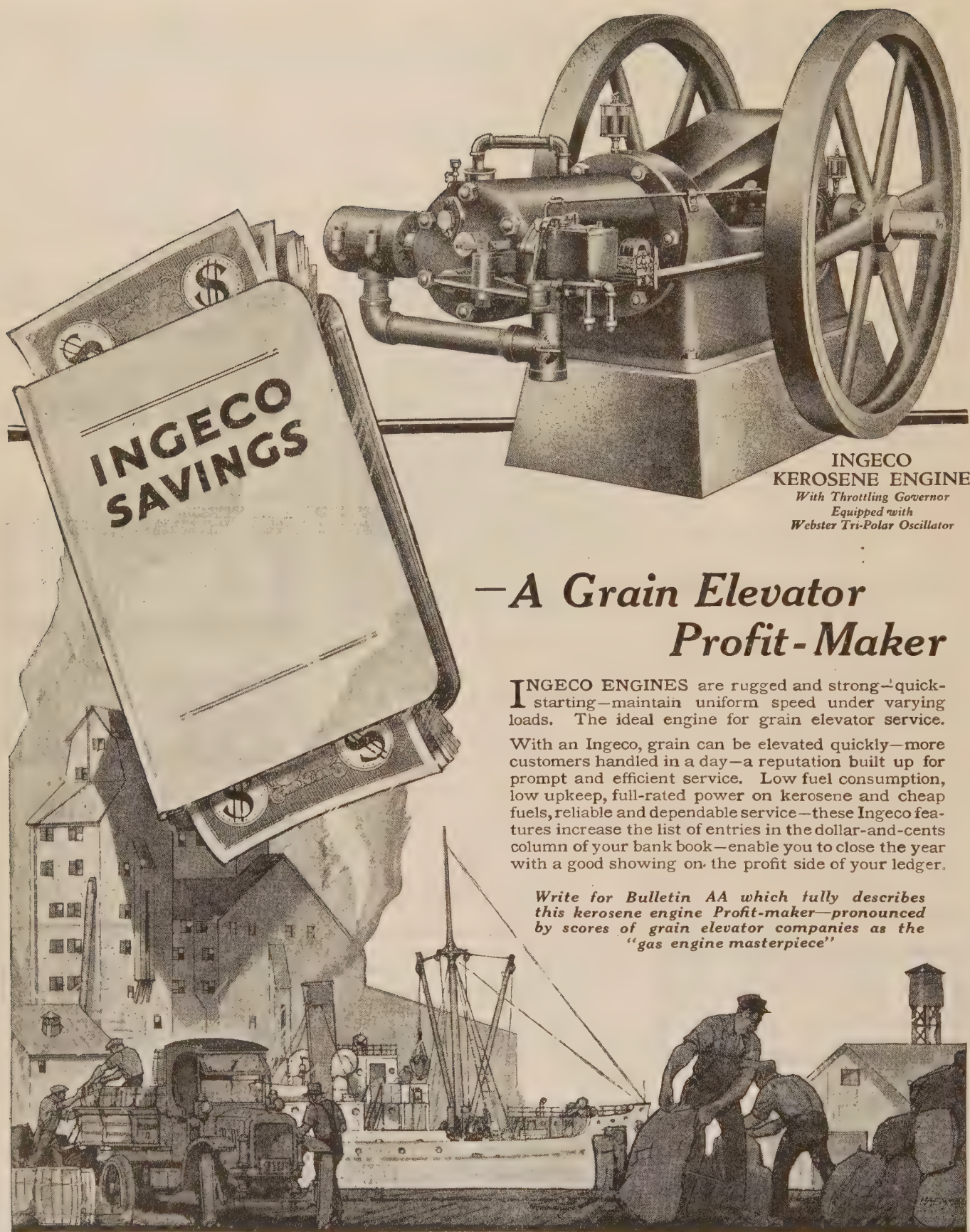
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SEED CORN, CLOVERS, TIMOTHY
AND ALFALFA
FARIBAULT - - MINN

SEED

We Buy and Sell
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of Grass
and Field
Seeds

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO

If you want regular country ship-
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firm name, place your "ad" here.



INGECO KEROSENE ENGINE
 With Throttling Governor
 Equipped with
 Webster Tri-Polar Oscillator

—A Grain Elevator Profit-Maker

INGECO ENGINES are rugged and strong—quick-starting—maintain uniform speed under varying loads. The ideal engine for grain elevator service.

With an Ingeco, grain can be elevated quickly—more customers handled in a day—a reputation built up for prompt and efficient service. Low fuel consumption, low upkeep, full-rated power on kerosene and cheap fuels, reliable and dependable service—these Ingeco features increase the list of entries in the dollar-and-cents column of your bank book—enable you to close the year with a good showing on the profit side of your ledger.

Write for Bulletin AA which fully describes this kerosene engine Profit-maker—pronounced by scores of grain elevator companies as the "gas engine masterpiece"

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309 Holthoff Place, Cudahy, Wis. (Suburb of Milwaukee)

Executive Offices: 115 Broadway, New York City

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THE ADVERTISING value of the Grain
Dealers Journal as a medium for reaching
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is unquestioned. The character and number
of advertisements in its columns tell of its
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place your announcements in the Journal.

Advertisements of meritorious grain ele-
vator machinery and supplies and of re-
sponsible firms who seek to serve grain deal-
ers are solicited. We will not knowingly
permit our pages to be used by irresponsible
firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those
engaged in the grain trade, news items, re-
ports on crops, grain movement, new grain
firms, new grain elevators, contemplated im-
provements, grain receipts, shipments, and
cars leaking grain in transit, are always
welcome. Let us hear from you.

QUERIES for grain trade information not
found in the Journal are invited. Address
"Asked-Answered" department. The ser-
vice is free.

CHICAGO, JULY 25, 1920

ZONE AGENT at Chicago, the hub of the grain trade, will ship his last car of wheat July 26.

SPROUTED grain does not help the grading of any shipment, but elevator men who own clippers or scourers do not need to include the sprouts in their shipments.

THE BLACK Rust scare has been worked very energetically by the field agents of the Crop Killers Union, but the spring wheat crop continues to develop under conditions many old timers consider quite favorable.

GOOD FELLOWS who handle grain that does not come up to the contract quality, without first arriving at a definite understanding with seller, simply are piling up trouble for themselves as did one dealer writing in "Asked-Answered" this number.

GRAIN DEALERS handling wool as a side line will do well to consider that fine wools are showing some recovery in the market, and should not be sacrificed at any price. Coarse and low grade wools are not wanted, and should not be purchased by the dealer except on a wide margin.

IMPROVEMENTS in grain handling facilities are being actively continued in all parts of the country regardless of the high costs and the trying delays. Elevator operators recognize that they can effect no economy by attempting to handle large crops of high-priced grain with antiquated wornout facilities. The equipment which will handle a given quantity of grain the quickest without waste and with the least expenditure of power and labor will generally prove the most desirable.

THE EXORBITANT rentals demanded by the railroads for elevator sites on rights of way is moving many of the elevators on to private ground.

STORING grain for growers without giving careful consideration to all the responsibilities and liabilities of the bailee is a precarious practice. At least read the first article on page 69 of the Journal for July 10.

SHIPPERS having a choice of routes over which to reach their market will profit by watching the embargoes put into effect from time to time against switching. If grain arrives over a road that does not allow switching off its line it may sell at a discount.

THE GOVERNOR of Kansas says it will take the railroads two years to move the wheat out of that state. Elevator men who are not disposed to wait that long better establish a truck line of their own so they can gain attention from more than one line of railroad.

MANY GRAIN SHIPPERS throughout the land are installing shipping scales so as to insure consideration of their shortage claims by the railroads. I. C. C. Docket 9009 provides that shippers must install adequate weighing facilities in order to have their weights accepted by the carriers.

RATE INCREASES are certain to hit someone, and unless contracts are watched closely in this respect disputes are likely to arise that will lead to litigation or arbitration, as in one case reported on page 190 where the Arbitration Com'ite of the G. D. N. A. gave buyer f. o. b. the benefit of the rate reduction.

BOX CARS continue to be ordered west and reports of their early arrival continue to be fed to the daily press. But the would-be shippers of the land are still condemning the carriers for their poor service and demanding more cars to relieve the congestion of their elevators. Persistence alone will get the needed cars.

PLUGGING shipments has never profited any shipper long for the sufferers soon learn to look out for the pluggers products. Many refuse to bid for his grain so his shipments of choice grain are penalized along with his doctored shipments. Grain buyers know when a shipment is overloaded with screenings just as well as the plugger.

THE EQUITABLE distribution of grain cars among the would-be shippers at a station is giving the state railway commissions a problem to worry over. Shippers would be pleased if they could obtain cars in proportion to their actual grain offerings. The amount of grain in an elevator does not always correctly reflect the operator's needs or wants. He may have nothing to say regarding the shipment of much of it. Each shipper's written order for cars should be accepted as an accurate statement of his needs and the available cars distributed in proportion to the orders. Shippers caught ordering cars in excess of their needs generally have been penalized by having all future orders discounted and quite properly.

HELP is reported difficult to obtain in many industries but judging from the many men experienced in the grain business, who are offering their services in our "Situation Wanted" columns the grain trade is not suffering from a dearth of efficient helpers.

THE CAREFULLY coopered paper lined box car will always prove a profitable investment, but especially so in days of high priced grain. Loading grain only to have it scattered along the tracks as is reported in our "Leaking in Transit" column results in heavy losses and long drawn out claims.

THE INCENDIARY destruction of grain elevators is becoming so common owners must soon establish permanent vigilance com'ites if relief is to be obtained. The state fire marshals make a loud bluff of ferreting out the cause of each fire, but no one is punished and the suspicious fires continue.

BOOKKEEPING methods that are incomplete and inefficient have cost business men \$100,000,000 in taxes over paid, and it is estimated by the Internal Revenue Collector that many times that sum can be and will be recovered on account of underpayments due largely to the same poor bookkeeping.

EXORBITANT taxation of brokers who place no burden on the fire, police and other public service of the municipality is unfair and a certain way to add to the high cost of living. If the broker can not remove to some other city he will take revenge by joining the high-licensed plumber in plundering the public.

THE AUTOCRATIC independence of the telegraph companies has disclosed such an utter disregard of the rights and interests of patrons all will soon be forced to join in a protest and petition to the Interstate Commerce Commission for relief. The service is almost as bad as the telephone companies admit giving.

PEACE with Russia will lend interest to the international grain market, as it will throw that country and central Europe into the field as either buyers or sellers. While parts of the interior are starving other sections have plenty, the U. S. Trade Commissioner at Warsaw reporting Jugo-Slavia to have 500,000 tons grain for export in 1920-21.

SO MANY self-appointed guardians of the grain grower's interests are now conducting an active propaganda against the claimed evils surrounding the farmer, that he must be kept guessing as to whether or not they are not playing him for an easy mark. If half the misrepresentation indulged in by the violent agitators were true, there might be some slight excuse for their existence. However, they are sure to be found out.

S. O. Bs/L FOR GRAIN would be regarded much more highly by bankers and receivers if they were plainly signed in ink by the station agent, bore the station's dating stamp and were numbered consecutively just as passenger tickets are numbered. So much value is represented by a carload of grain today many receivers hesitate to honor drafts attached to a dubious B/L especially if no notice of shipment has been received in advance.

MIDDLEMEN can be abolished only with the assistance of paternalistic government and class legislation is one of the sage utterances of Mr. Horner in his recent address before the Indiana dealers published on page 175. In other words, if the middleman is done away with the work of distribution now effected by him will have to be done at the expense of all the taxpayers.

THE CANADIAN GOVERNMENT has decided to discontinue the control of the wheat trade the last day of August. Grain dealers everywhere are grieving more and more over the withdrawal of governmental control of business, and no doubt many of them will go into deep mourning soon. Any mere consumer who has failed to understand the great benefit to himself and the public generally by the interference of the bungling politicians can get full information and firm convictions by consulting any food dealer affected.

MONEY is tight. Everyone admits that, and some financiers venture the predictions that it will be tighter before the crop moving season is past, so that grain elevator operators owe it to themselves to exercise great caution. One line elevator company operating in the Southwest has instructed its agents not to accumulate wheat in excess of 3,000 bushels. In other words, agents at country elevators must load out before they exceed the 3,000 bushel limit. Two mill companies long since limited their agents purchases to one carload, and this must be loaded out before any more wheat is taken in. Country elevator men generally are averse to assuming the responsibility of a house full of wheat until cars are more plentiful.

THE METRIC SYSTEM may have some true admirers and loyal supporters, but the propagandists behind the present agitation seem to be led on by ulterior motives. If the use of this system of weights and measures were today forced upon the people, all of our present scales and measures would be immediately thrown into the discard and someone would be given the big job of replacing the equipment necessary to the use of the new system. If the metric system had one-half the advantages claimed for it by the agitators, the people would have adopted it voluntarily long ago.

THE WHEAT CROP, according to late estimates from different wheat states, especially Illinois, Kansas, Oklahoma, and Texas, seems to be much larger than the Bureau of Crop Estimates is willing to admit. It is to be hoped that the harvest in the spring wheat states will disclose a similar condition. The grain producers and their friendly statisticians seem to have become inoculated with the avaricious ideas of persons identified with the cotton, wool, leather and paper industries. All are asking more for their products than is justified. Still, the people who are anxious to continue in business must accept their prices. When the world is convinced of the enormous surplus of wheat now in North America, prices are very likely to decline and wheat owners with large stocks will be much distressed by declining markets and deficient transportation.

THE RECOVERY of demurrage taxes paid on delays of box cars is encouraging many shippers to hope for the recovery of all the taxes unfairly assessed against the freight on their export shipments of grain. The refund of the taxes on demurrage is the direct result of vigorous protests by shippers against the Revenue Depts. interpretation of the law. Its collection of taxes on export freight bills is no more reasonable and less excusable.

ALL ELEVATOR OWNERS do not seem to have recognized the great increase in the value of their properties, and increased their insurance and care to guard against fire in proportion. One Kansas elevator manager, whose house was burned the first of the month, writes that "our insurance fully covered the original cost of our plant, but does not provide sufficient funds to rebuild the elevator." Other elevator owners will do well to profit by his experience, and not only make sure that they are fully covered by insurance but also take every precaution possible to prevent fire.

ONE ENCOURAGING FEATURE of the fires reported in this number is that several of them were extinguished in their incipency before much damage had been done. In one Ohio elevator, however, the fire was discovered early, but some thoughtless individual had borrowed the fire buckets, so fighters were unable to use the contents of the barrels until too late to have much effect. One of the best fire buckets ever devised is the cone shaped galvanized iron bucket which cannot be set down. Inasmuch as they fit inside one another, many of them can be stored in a compact space.

THE FEDERAL TRADE Commission, which has been poking its proboscis into all private affairs of merchants, is slowly learning that the law does not authorize such interference. If even a second-rate lawyer had been a member of this unfortunate Commission it would have circumscribed its activities within the limitations of the law creating the Commission. As it is, the Commission is learning through court decisions against it. A decision of the U. S. Circuit Court, published in "Supreme Court Decisions" this number declares that the giving of cigars, meals and theater tickets to employees of customers is none of the Commission's business. Another decision in this column rules that it is for the courts and not the Commission to determine what is unfair competition.

GRAIN DUST EXPLOSIONS occurred with less frequency in the old wood elevators, which had no dust collecting apparatus, than they have in modern elevators during recent years. The great trouble has been that elevator superintendents have been lax in the matter of keeping their houses clean. The dust collecting apparatus requires so much power, and so much trouble has been experienced to secure recruits for the shovel brigade, that the dust has been permitted to accumulate, week after week, thus endangering both life and property. Hereafter, elevators will be built with more openings and better ventilation, so as to reduce the amount of dust accumulating on any floor.

CLASS LEGISLATION as exemplified by the North Dakota Nonpartisan League is dissected as with a surgeon's knife in an address by V. E. Butler, published elsewhere in this number, "Three Classes of Co-Operation." The average man who has a feeling that these socialistic ventures are bound to result in failure will be convinced of the fact after reading this keen analysis.

LABOR at the steel plants is reported by the management to be more efficient per man than at any time during the last five years. If this is an aftermath of the failure of the steel strike let us hope the failure of the out-law switchmen's strike will be followed by a similar increase in efficiency on the transportation lines. While it does not seem probable that vanity keeps men from working, some influence is surely reducing the efficiency of the workers.

OHIO MILLERS have suggested to the state board of agriculture that the farmer be aided in holding back his wheat on the farms and at a conference it was decided to ask the federal reserve bank to assist in financing the wheat crop on the farm thru the federal warehouse act. This is not so easy as it looks. The farmers' rat-infested granaries and rain-swept cribs by no stretch of courtesy can be dignified as warehouses, and the banker who parts with his money on such flimsy security is likely to be permanently separated therefrom.

LIGHTNING has set fire to a number of elevators recently. Some of them have burned to the ground, but in most cases the elevator men have exercised sufficient vigilance to detect and extinguish the resulting fire before it secured sufficient headway to destroy the elevator. Some of the insurance companies now have so much faith in the protection afforded by standard lightning rod equipment that they are glad to give elevator owners a 10c credit on all their insurance for the installation of lightning rod protection. The country elevator as a rule is so isolated and so high above surrounding buildings that it affords a bright and attractive mark for lightning, hence the lightning hazard of the country elevator is generally recognized as being greater than of almost any other class of country structures.

FEWER VARIETIES of wheat in any state will result in a higher average price for the grain shipped to market. Some states have been extremely unfortunate, in that many varieties have been introduced, with the result that few shippers ever receive a full carload of any choice variety. The miller experiences much less trouble in milling wheat of a single variety, and when he tries to make choice patent out of many different grades and varieties he experiences real difficulty and discounts the next offering of that character most liberally. Indiana is particularly fortunate in fostering a campaign for the elimination of many of the inferior varieties now being sown in that state. Grain dealers will promote not only their own interests but the interests of their farmer patrons by encouraging the growing of established varieties of known merit.

OPEN BINS have always been one of the most dangerous features of grain storehouses. In fact, so dangerous that in most modern terminal elevators, bins are now being covered so as to prevent men being crushed to death in the empty bin or suffocated in the filled bin. A Connecticut elevator operator recently fell into a bin of bran and was saved only through the heroic and strenuous efforts of his fellow workers after a very exciting and trying struggle.

ALL COUNTRY elevator operators are occasionally drawn into contracts with grain producers, which the farmers immediately proceed to ignore. If elevator operators had always made it their practice to sue the farmers for the grain contracted, farmers would have long since discontinued contracting or else discontinued attempting to break their contracts for sale. A firm at Charlotte, Mich., as recited in the news columns in this number, does not propose to encourage farmers breaking their contracts, hence has brought suit for damages due to non-delivery of rye sold it by two farmers. The trouble heretofore has been that most country elevator operators have not insisted upon written contracts, so it has been difficult to prove purchase when no earnest money was paid and the seller was disposed to default on the contract. If the dealers will insist upon the fulfillment of their contracts, the farmers will more readily comply with all the terms of their contracts.

The Railway Wage Increase.

The decision by the U. S. Railway Labor Board July 20 gives practical effect to the amended interstate commerce act known as the Transportation Act. The settlement of a wage demand by an impartial tribunal and without the strike that paralyzes traffic marks a most important step in advance, irrespective of whether the advance in this case was greater or less than the rise in the cost of living.

No recognition whatever was given by the Board to the outlaws who went on strike first and sought by duress to gain their demands. This lesson will not be lost on other employees of the transportation systems.

Rules, working conditions and hours are reserved for later consideration by the Board. The increase in pay is said to be in excess of the increase in the cost of living; but one of the reasons alleged by the Board is that was necessary to hold men of ability on the job, as the scale of railway wages has been considerably below that paid for similar work in outside industry.

Already the railroad companies are working for increased freight and passenger rates to meet the increased cost of labor, estimated at \$600,000,000 a year. The representative of the roads before the Board states that an 18 per cent increase will be required for the 21 per cent wage award. The expected advance in rates, it is believed, will greatly exceed 18 per cent on account of the increased cost of materials and supplies. After the increased rates go into effect the cost of transportation will be a factor tending to cut down the volume of freight offered. The tendency will be to utilize home products and patronize local industry.

Shippers are again cautioned against selling grain for deferred shipment on the basis of present freight rates.

HIGHER freight rates which are expected soon will make it more profitable than ever for country elevator men to clean thoroly all grain before loading it into cars. Dirt mixed with grain takes the same rate of freight as the grain, but serves only to reduce the grades of the grain.

AUTO TRUCK DUMPS are being installed in country elevators with such rapidity as to insure a ready reception for every farmer who is disposed to rush his grain to market via the gas line. Farmers seem to enjoy the novelty of moving their grain quickly, and where they employ a truck no trouble is experienced in delivering two or three loads a day without calling upon neighbors for help. The Iowa farmer who is pictured in this number delivering timothy seed seems to have profited by his rapid marketing operations.

Financing Northwestern Shippers.

For many years it has been the practice with grain commission merchants in the terminal markets of the spring wheat states to give country elevator operators almost unlimited credit, with the understanding that the grain bought with the money, or at least a major portion of it, should be forwarded to the commission merchant securing the operating capital for the shipper.

Interest rates last year were so high as to discourage many commission merchants in extending credit, and the higher interest rates prevailing now are making unlimited advances more burdensome than ever, and so it is possible that more commission merchants may discontinue the practice and country elevator operators will not be disposed to take such wild chances as they have heretofore when money was easy.

In some sections country elevator operators are refusing to buy more than two thousand bushels at a time, even though they have free capital for purchasing a much larger quantity.

The expenses of operation and the chances of the market are more bewildering than in any crop for many years, and it is but natural that every careful dealer should take every precaution against heavy losses.

If commission merchants refuse to give more than a small line of credit to the country dealer, then his operations will be somewhat circumscribed, and he will be unable to take the long chances, which he has taken many times in years gone by without hesitation.

Operators of single houses should experience no difficulty in getting the operating capital actually needed from their local bank. Then they would be free to ship to any firm or market that might be most attractive at the time of shipment.

While greatly reduced credit may seem to be a hardship to many country elevator operators of the spring wheat states, in the long run it is sure to prove a blessing in disguise, especially if they attain the habit of conducting their business with small operating capital and stick to it hereafter.

In years gone by, large unsecured loans at low rates of interest have induced many a shoe-string dealer to take long chances in the fond hope of getting something ahead for his own account. He has persisted in overbidding the market to the consternation of competitors and delight of the farmers, but generally at the expense of the commission merchants.

Tipping for Cars.

Shippers generally of cement, coal and other merchandise as well as grain, who bribe trainmen to set in cars, have established an evil practice that is growing to alarming proportions.

Since tipping for cars became common brakemen and conductors have seen more \$5 bills than they thought existed. On some roads the price of a car runs from a fried chicken to a \$10 bill. Under this stimulus the crew will manufacture a car where there is none. An empty will be made by distributing its load elsewhere.

The public spirited dealer who declines to join this game is labeled a "tight-wad," and the car he ought to have goes elsewhere.

For some reason the higher officials are not energetic in suppressing this bribery. Do they need men so badly that they can not afford to discharge crooks? Or do they share in the graft?

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

L. E. & W. 11298 passed thru Reynolds, Neb., on July 24 leaking wheat.—Luther Gregory.

G. N. 207662 passed thru Reynolds, Neb., on July 24 leaking wheat.—Luther Gregory.

C. B. & Q. 95220 passed thru Reynolds, Neb., on July 24 leaking wheat.—Luther Gregory.

N. Y. C. & St. L. 4843 passed thru Dana, Ia., on July 20 leaking oats at the end of car.—H. E. Moranville, Brenton-McColl Co.

L. & N. 95071 passed thru Dana, Ia., on July 20 leaking oats at the door post.—H. E. Moranville, Brenton-McColl Co.

Erie 10340 passed thru La Salle, Ill., July 20, leaking corn badly at the end post.—R. L. Coomber, S. C. Bartlett Co., Peoria, Ill.

N. Y. C. & St. L. 10182 was switched in at Agnew, Ill., with a hot box on July 20. Corn was leaking at the door so I had the agent look at it. When car was opened, it was found that the car door boards had sprung, causing corn to leak under the boards outside of door sill. The car was then coopered well and the door spiked. Sides of the cars were badly sprung because of the heavy weight.—George F. Hall, mgr. Farmers Agnew Elevator Co.

G. N. 14217 passed thru Upland, Neb., July 18, leaking wheat at end sill.—N. Ostergaard, mgr. Peoples Grain Co.

N. Y. C. 225333 was set off at Nevada, Ia., early Friday morning, July 16, leaking yellow corn thru the sheathing near the door. Leak was repaired by the agent of the C. & N. W. R. R.—Frazier & Son.

M. K. T. 84941 passed thru Thayer, Neb., on July 14 leaking wheat at the door post.—Paul Cosandier, pres. Octavia Lumber & Grain Co.

A., T. & S. F. 31051 passed thru Palestine, Tex., on July 7 on I. & G. N. train No. 55 south bound, leaking a stream of wheat from one of the doors. As train was leaving the city, we had no opportunity of calling attention of the train crew to it.—A. O. Keller, pres. Palestine Grain Co.

D. L. & W. 31924 passed thru Brooks, Minn., July 6 going toward Minneapolis, leaking rye near the door between the siding and sill. I nailed siding as well as I could for the time and stopped the leak.—Geo. A. Zea, mgr. Farmers Co-op. Elevator Co.

M. P. 20373 passed thru Hooper, Neb., going east, leaking oats badly at corner.—H.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Cash Grain Chart?

Grain Dealers Journal: Can the Journal furnish us a chart similar to that on page 1174 of the Grain Dealers Journal of June 25, indicating the prices of corn for the 8 months preceding February, 1920?—Southern Grain Co., Tuscaloosa, Ala.

Ans.: The cash corn diagrams have been published continuously back to June 30, 1919 and the entire time since is covered by the charts in June 25, Feb. 25, 1920, and Oct. 10, 1919, numbers. Beginning with July 25 number cash wheat and the December future will be included.

Accepting Hay Not Up to Contract?

Grain Dealers Journal: On June 5 we bought of the Farmers Advancement Ass'n of Brillion, Wis., 30 to 35 tons of hay (good timothy). This hay was to be loaded as soon as possible. The hay was loaded on July 7 and the hay was found to be partly mouldy and otherwise off-color and was not what we contracted. We notified the Farmers Advancement Ass'n to this effect but were advised that Mr. Krueger who had authority to act was out of town and would not be back for a week. Agent informed us there would be demurrage on the cars. We let the cars go forward and received \$27 per ton. Does our shipping the cars although notifying party about the hay make us liable to accept the hay as bought? The hay no doubt when bought by us was good but it spoiled while lying in the barn so long. We have only paid the party what we received for the hay, but they have since charged us back the difference and notified of suit if we did not come across.

Please advise us whether we are liable for the difference because we shipped the hay. Also whether we can get back at them because the hay was off grade.—Huebner Bros. Co., Forest Jct., Wis.

Ans.: Shipping the cars after notifying seller of spoiled condition makes the buyer liable.

When hay or grain is received not up to contract in any particular the buyer can only accept or reject. The only way buyer can handle the stuff is by coming to a new agreement with the seller, which was not done in this case; hence seller has grounds for suit against buyer.

But buyer need not fear the suit, as buyer has an offset by counterclaim for damages, the seller being guilty of breach of contract in not delivering the quality bought. To work up a good defense buyer should present all evidence bearing on the poor quality of the hay as delivered.

G. W. Wright, grain buyer, lost his suit against a farmer who delivered poor grain on a contract, the court saying: "Unless plaintiff made it clear to defendants at the time the corn was delivered that it was not received under the terms of the contract then his acceptance thereof was conclusive as against him and he is not entitled to recover."

The courts, however, will not assist fraud by forcing a buyer to pay for damaged goods when buyer has proceeded in good faith and the proof of the damage is conclusive. In the case of Ryerson Grain Co., Memphis, Tenn., which had sold 10 tons of pea green alfalfa hay to J. E. Moyer of Sheffield, Ala., the court decided against Ryerson because the hay was straw colored and not green, altho Moyer accepted the shipment and resold it at the price of straw colored. Moyer sued Ryerson for "breach of warranty." Ryerson defended, alleging Moyer had accepted the hay without making a complaint; but the court of appeals said: "A buyer may maintain an action for a breach of the seller's warranty of the quality of the goods sold, tho they were accepted and paid for without any complaint being made as to quality of them."

In John E. Hall Commission Co. v. R. L. Crook & Co., the Supreme Court of Mississippi

held: "Where a seller of merchandise delivers goods of a quality inferior to that required by the contract the buyer may reject the goods and sue for damages, or pay the contract price, take the goods and recover the difference between their value and the value of the goods required by the contract."

Numerous decisions along this line have been published in the Grain Dealers' Journal from time to time. The three foregoing appeared respectively in the Journal June 25, 1919, page 1096; Oct. 10, 1913, page 523, and Mar. 25, 1906, page 345.

Recovery of Demurrage Tax.

Grain Dealers Journal: We note in a recent issue of the Grain Dealers Journal that the Department of Internal Revenue has ruled that demurrage is not taxable. Can we secure a refund on war taxes that have been paid on demurrage for the last several years?—Mayo Milling Co., Richmond, Va.

Ans.: By Treasury Decision No. 3022, approved May 26, 1920, demurrage was stricken out of the transportation tax. Art. 51 of Regulation 49 was amended to read in part as follows: "Demurrage is a charge and a penalty imposed by a railroad company for the detention of its car. It is not a part of the transportation and not subject to the tax."

The office of the collector of Internal Revenue at Chicago states that the foregoing ruling is retroactive in its effect, and that all back payments on demurrage tax can be recovered by making claim for refund, using Form 46, revised January, 1920, prescribed for "taxes erroneously or illegally collected."

Liability of Telegraph Co.?

Grain Dealers Journal: We had an interstate message in code transmitted in error, the code word being changed by a telegraf company. We would like some decisions, if you can give them, where a telegraf company has been liable for a loss occasioned by mistake of this kind. Anything that you can give us will certainly be appreciated.—Geo. W. Cole Grain Co., Peoria, Ill.

Ans.: There are decisions, old ones, holding the telegraf company liable for the full loss thru error; but since the telegraf companies in compliance with the Interstate Commerce Act have filed their tariffs with the commission at Washington their patrons are bound by the fine print conditions on the back of the telegraf blank, so that recovery is limited to the cost of sending or to \$50, as the case may be. The old decisions, therefore, are of no value.

The first decision by the Interstate Commerce Commission under the new law was given May 17, 1917, and published in the Grain Dealers Journal June 25, page 1036. The shipper lost \$1,790.83 by an error changing the word "Have" to "Haven't." The Commission allowed only \$50 and the cost of sending.

Peter Boegli got judgment in the Indiana state court against the W. U. Tel. Co. in full for error; but the Supreme Court of the United States on Jan. 12, 1920, in a decision published in the Journal Feb. 25, page 365, reversed this in favor of the telegraf company, holding that Congress in the Interstate Commerce Act had taken away from the states the power to impose a penalty.

The Supreme Court of the United States fully considers the question in a decision given Dec. 8, 1919, and published in the Journal Jan. 10, page 66, holding that a telegraf company has the right to limit its liability for its own negligence, all decisions of the state courts to the contrary notwithstanding. This is so contrary to public policy, however, that the attention of the Interstate Commerce Commission has been directed to imposing a measure of responsibility on the telegraf companies and it is now holding hearings with a view to submitting a fair schedule of insured messages in place of the one-sided fine print conditions now binding.

Shipper's recourse, therefore, is not thru the courts, but any shipper on his own account can file complaint with the Interstate Commerce Commission, and by proving that the fine print conditions are unreasonable recover the full amount of his loss. To date no one seems to have undertaken to prove this to the Commission.

Errors are classified into gross and ordinary. Gross errors are due to carelessness and the Commission would hardly protect the wire companies against their own gross carelessness. Whether the change in the code word in this case was careless depends on whether only one letter was changed by an oversight or whether several letters were changed or a different word substituted. For a discussion of this point by the Supreme Court of New York see page 266 of the Journal for Feb. 10.

Therefore, even tho the fine print and the Supreme Court is against him, Mr. Cole can go before the Interstate Commission and re-

cover damages by proving two things: That the error was gross and that the fine print is unreasonable.

Why Haul Gravel in Box Cars?

Grain Dealers Journal: Why is it that state roads can get Al box cars in which to haul gravel while the grain man cannot get a car to haul his grain. Cars of all kinds are set off at this station every day with gravel for the state roads, and good grain cars at that. I know this to be a fact for I have looked them over myself. It is a shame to spoil a good box car with wet gravel. I want a car for grain but cannot get it until the state roads are built.—C. W. Gleason, mgr. Cargill Elevator Co., Dover, Minn.

Variation in Weights?

Grain Dealers Journal: We have 6-ton scale weighing both team and wagon. Recently there was a difference of weight between our scale and that of a farmer. The farmer weighed his load, of about 25 or 30 bushels, a sack at a time on a 600-lb. platform scale. There was a difference of from 8 to 30 lbs. on the load. Should there be this difference or any? Our scale seems to be in first class shape.—Dorchester Co-operative Elevator Co., Dorchester, Ill.

Ans.: The 8-lb. variation is not great, for a horse can easily lose this weight. The 30-lb. variation is too much for a small load.

Trouble may come from both ends of your scale not weighing the same. It is the usual custom to weigh the team, wagon and load at one end of the scale and to weigh the empty wagon and team at the other end.

To find if this is the cause of trouble place a loaded wagon at one end of the scale, detach the horses and support the tongue so that the entire weight is on the platform. Get this weight and then take weight at the other end of platform. No difference in these weights shows that the trouble is not caused by ends of your scale not weighing the same but does not prove that your scale is correct.

I advise that the next time this farmer brings his sacked grain to you that you unload it and weigh the sacks alone. You will then be getting your weights; just the same as the farmer got his weights and the horses and wagon will be left out of the question. If there still is a difference in weights, weight can be taken on some other scale to find which is wrong.—J. A. Schmitz, Assistant Board of Trade Weighmaster, Chicago, Ill.

THE BOLSHEVISTS will be unable to export any grain, according to the opinion of a traveler recently returned from South Russia. He confirms the report that there are about a million tons of grain within less than thirty miles from Novorossisk, which can not be taken down to the ports because of the unfit condition of railway rolling stock. Engines are not in condition to haul thru the difficult country between the grain producing area and the coast.

Our Callers

- C. C. Reed, Argos, Ind.
- S. M. Waldon, Sibley, Ill.
- J. A. Waring, Peoria, Ill.
- H. Work, Ellsworth, Kan.
- Max Heller, Ridgefield, Ill.
- M. C. Hobart, Momence, Ill.
- T. I. Gunderson, Centerville, S. D.
- William Hardcastle Neilson, Karachi, India.
- E. B. Hitchcock, ex-sec'y, Illinois Grain Dealers Ass'n.
- F. H. Hardiker, contracting freight agent, C. R. I. & P. R. R.
- A. E. Reynolds, pres., Crabbs-Reynolds-Taylor Co., Crawfordsville, Ind.
- F. O. Brannen, district sales mgr., Globe Machinery & Supply Co., Des Moines, Ia.
- S. Oka, O. Satoh and T. Tanabe of Dairen, Manchuria, civil engineers representing the South Manchuria Railway Co.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Wants Protection Against Decline in Value.

Grain Dealers Journal: It is all very well for theorists to prattle about hedging against their present holdings of wheat, much of which has cost around \$2.88, by selling for December delivery at \$2.51.

If any operator of a country elevator can show me how I can get protection or profit out of such a hedge, I'll send him a new wheel base.

Cash wheat is selling at the seaboard at 35 to 40 cents more than the December option in Kansas City. Farmers who discover this fact are not likely to hold their wheat for future delivery if they can find any country elevator man with money enough to buy it. If cash wheat were 5 or 10 cents below wheat for December delivery, it would be much easier to encourage the farmers to hold their wheat.

It is easy enough for the theorists to tell us how to solve all these problems, but being in the cash business I would appreciate practical advice from men who are handling the actual grain daily, and men who are confronted with the same problems that I am.—F. R. T.

Suggestions for Shippers.

Grain Dealers Journal: As receivers at a terminal market we find that many country shippers do not know how to bill grain to us. As a result shippers' drafts are not paid promptly, the shipper is inconvenienced and is sore at us and our market.

Grain is often billed "straight" to us. Now no one else can get exclusive title to that grain unless billed on a "negotiable" B/L.

Underbilling is a common practice. Frequently we receive an invoice calling for 80,000 lbs. on a 60,000 lb. B/L. If we must borrow money from a bank to pay the shipper's draft we cannot borrow for 80,000 lbs. on a 60,000 lb B/L.

Invoices sent at the last minute, for instance an invoice arriving at 11:45 a. m. Saturday is another reason shippers do not get service. When we cannot get draft to bank before closing time the shipper must wait for his money. We must have time to honor drafts.

Certificates of weight not accompanying invoice force us to take any weight as correct if car has a "clear record." When shippers send us a certificate of weight we take it to the weighmaster. Any mistake in weights is known at once. The certificate of weight is the only way the shipper can get a square deal.

Any congestion of freight yards makes it almost impossible for us to find a car. If the shipper would specify routing of car on the invoice we would know where to look for it.

Placing the freight rate on the B/L under the signature of the railroads agent will save the receiver from paying "any old rate" asked. The receiver then will not have to spend time and money in getting a refund from some tight-fisted claim agent.

Country shippers should remember that a B/L is a valuable document which should be signed and endorsed far more carefully than any check.

Observance of these common causes of friction between the shipper and receiver and a little more co-operation on the part of the

shipper will go a long way toward making terminal market service more nearly perfect.—A. R. & Co.

Increasing Capacity of Elevator Legs.

Grain Dealers Journal: In the June 25th number of the Grain Dealers Journal, page 1179, we note an article entitled "Increasing Capacity of Elevator Legs." In this article the F. W. McDougall Construction Co. recommend increasing capacity of elevator legs by the use of "V" shaped buckets run at a moderate speed, bolted close together, while the Birchard Construction Co. suggest increasing the speed of head pulley about five revolutions and spacing the "V" buckets 10 in. on the belt.

For your information will say that "V" buckets of same width and projection have approximately two-thirds the capacity of Buffalo buckets and to make up this difference between bucket capacities it is essential that belt speed be increased 50%, in which case we would merely have equal capacity for both buckets. However "V" buckets can be spaced closer together and with the belt running 50% faster an increased capacity over Buffalo buckets will only be obtained in proportion to closer bucket spacing.

Therefore an elevator equipped with Buffalo or equal buckets spaced 13 in. centers and replaced with "V" buckets spaced 10-in. centers with speed of head pulley increased five revolutions no increase in capacity will be obtained. With the installation of "V" buckets in many cases other changes are necessary such as elevator head discharge, also feed to boot, to secure desired results and avoid expensive experimental work, an investigation by an experienced engineer should be made of each individual case, rather than applying a rule of thumb to all conditions.

We merely call this to your attention as we presume you do not wish to have your readers guided by erroneous information.—Yours very truly, James Stewart & Co., Inc., by A. F. Eiser, Chicago.

Grain Rates to New Orleans versus Galveston.

Grain Dealers Journal: My attention has recently been called to the editorials in your Journals of June 10th and 25th, entitled "The Car Situation" and "True Cause of Congestion."

Believing that the criticisms of the Santa Fe were made without sufficient investigation, I offer the following statement regarding the grain handling facilities at the port of Galveston.

Galveston has elevator capacity sufficient to handle all of the grain that is shipped through that and all other Gulf ports. There is no port in the United States having elevator capacity sufficient to avoid congestion if grain is sent there in unlimited quantity and with no provision for the vessels to carry it on to its destination. There are four elevators at Galveston and one at Texas City with combined capacity of 4,400,000 bus.

During the ten years past there have been handled through Galveston from 5,000 to 25,000 carloads of bulk grain annually. With reasonable despatch all of that grain and more could have been handled from cars to ship by the use of present facilities.

I refer to evidence taken by the Interstate Commerce Commission in docket No. 7490, Corporation Commission of Oklahoma, et al., vs. A. T. & S. F. Railway, et al. (38 ICC 33) in which case the Commission decided that rates to New Orleans no more than 5 cents per hundred pounds higher than currently applied to Galveston (for export) would be reasonable, the 200 mile longer haul and all considered. The evidence in the case cited shows that likewise at New Orleans there is ample elevator space to handle all of the grain exported through all of the Gulf ports, if giver

reasonable despatch at the port. Under these circumstances it does not seem necessary or advisable for the Santa Fe Company to spend a large sum of money to duplicate facilities when it is exceedingly difficult to provide other facilities of transportation which are absolutely necessary.

Who is there to say that the exports of grain will increase, comparing the next few years with the past ten year period? May we not expect a constantly increasing domestic consumption and a growing percentage of home milling?—Yours truly, F. B. Houghton, Freight Traffic Mgr., A. T. & St. Fe Ry., Chicago.

A Big Car of Wheat.

Grain Dealers Journal: We shipped Pa. 39074, containing old wheat, to Carter, Sammis & Co., Minneapolis, Minn., a short time ago. Minneapolis weights showed 120,230 lbs. Considering this was light weight wheat I figure this was a good sized car.—A. O. Radke, LeSueur Center, Minn.

Retain the Higher Minimus.

Grain Dealers Journal: Referring to the expiration on Aug. 31 of the special supplements to the grain tariffs issued by the railroads we think it is advisable to extend the expiration of these tariffs until Mar. 31, 1921, to help conserve car equipment.

It is hard enough to get cars now, and the continuation of the higher minimum will save about one-third of the cars now short. We would like to hear from other shippers on this question thru the Journal.—J. E. Adams, traffic manager, Western Grain Co., Ft. Smith, Arkansas.

Shippers Should Prove their Weights.

Grain Dealers Journal: The question of verity of weights at loading points is of utmost importance, not only morally but legally, as no claim can in good morals be properly verified by one who has no information or where the facilities for ascertaining accurate weights are not available.

The shipper should make and preserve an accurate record of the name, number and capacity of the cars, together with the name or initial and number of each seal placed thereon, as well as all other important information as to the physical condition of the car. When the car is loaded, it should be billed only upon the written order of the shipper, which order should give clearly the instructions, including the rate and route, when the latter is known, and when known and given, with the rate inserted in the written shipping order or B/L, the carrier is required to protect the rate, thus inserted, or reject the instructions, provided the rate obtains via some available line between the point of billing and destination.

The shipper should prepare a certificate of weight, including the name, number and capacity of the car, together with the name and number of each seal placed thereon, and mail that to the consignee with the invoice. The consignee should see that the inspection or other proper department makes examination and report of like character, as to the condition of the car and the seals.

When the shipper is able to demonstrate the fact that his facilities for weighing are adequate, and that his service is competent and reliable, then the burden of overthrowing it shifts to the carrier, as the legal presumption under such circumstances, would be that the difference in weight was caused by the carrier's negligence, for which it is properly liable, unless it (the carrier) can show that the loss was the result of natural shrinkage, damage or delay, caused by the Act of God, the public enemy, quarantine, the authority of law, the act or default of the shipper or owner, etc., as the B/L provides for such exceptions.—Chas. B. Riley, sec'y Indiana Grain Dealers Ass'n, Indianapolis, Ind.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

COLORADO.

Denver, Colo., July 12.—Altho wheat acreage in Colorado is smaller this year, the yield per acre is expected to be far above normal.—J. H. S.

Montrose, Colo., July 20.—Grain crops are unusually large in this part of the state this year and we are expecting an unusual shipping season.—L. F. Flower, Western Commission Co.

ILLINOIS.

Argenta, Ill., July 15.—Wheat about all harvested. Threshing will start about July 20.—H. C. Luchenbill, mgr., Argenta Grain Co.

Malta, Ill., July 15.—Crops are looking fine. Early oats are somewhat short. Late oats have good straw and are filling well.—A. Theo. Peterson.

Chicago, Ill., July 24.—Corn is in good shape. Spring wheat making satisfactory progress. Some evidence in the Northwest of rust and other fungus diseases, but no serious condition has developed. Good reports from winter wheat threshing as to yield and quality of berry.—American Steel & Wire Co.

Springfield, Ill., July 21.—Weather has been favorable for harvesting and threshing. Corn is backward but it has a good color. Tasseling started in the north. Considerable damage has been caused by chinch bugs. Winter wheat harvest is under way in northern and central counties and threshing operations are in progress in the central and south. Yields are generally good in the central, and rather poor in the south. Oats and spring wheat are filling well as a result of cool weather. Oats are being harvested in most areas.—Clarence J. Root, meteorologist, U. S. Dept. of Agri.

Chicago, Ill., July 15.—Weather has been favorable in the northern, western and northwestern States. Crops generally are in good condition. Considerable progress made in harvesting. In many sections it has been completed, and threshing is under way. Corn is in excellent condition, and a bumper crop is expected. In the southwest threshing is well under way. Corn is also in good condition. Nebraska wheat crop is now estimated at 57,281,000 bushels; Kansas, 115,000,000 bus. to 120,000,000 bus., and Oklahoma upward of 35,000,000 bus. In the south crops are generally in very good condition, and corn especially has made good progress. In 'Texas threshing' is under way with good results. No reports of serious labor shortage have been received, tho there still is some scarcity of help in scattered localities.—S. H. Johnson, V. P. C. R. I. & P.

INDIANA.

Hamlet, Ind., July 21.—Oats yield will be 40% larger than last year and of very fine quality. Corn looks fine and there is a large acreage out. We will not have enough wheat for seeding this fall. Hay crop is short owing to the dry spell in the first part of June.—Ed Arndt, Arndt-Weinkauff Grain Co..

Frankfort, Ind., July 12.—Oats and corn prospects are the best I have ever seen. Corn fields are clean and well cultivated. Oats are filling well and should have good weight as the weather has been ideal. Wheat is all out. Yield will be small because of the fly damage, estimated from 25 to 40%.—C. A. Stevenson, Stevenson & Bergen Grain Co.

IOWA.

Larchwood, Ia., July 19.—Corn crop looks good. Small grain looks fair but do not expect a large crop.—H. J. Kuhl, mgr., Farmers Mutual Elvtr. Co.

Fontanelle, Ia., July 17.—Small grain crop is short but of excellent quality. Corn looks fine and barring storms there should be a big yield as the acreage is large. The ground is well cleaned and soaked.—Farmers Grain & Livestock Ass'n.

Monona, Ia., July 12.—Small grain never better. Clayton County corn above normal. Harvesting of rye and barley will start this week.—Gilchrist Co.

Ottosen, Ia., July 21.—Present conditions of new corn crop above the average. With the exception of some damage to corn on the low ground by excessive rains, prospects are splendid. Oats on low places have also suffered because of too much water. Weather has been very favorable for the natural ripening of oats and we expect some good quality grain. Early oats mostly in shock, no late oats cut yet.—J. R. Bratcher, mgr., Farmers Co-op. Elevator Society of Ottosen.

Sergeant Bluffs, Ia., July 20.—Winter wheat cut here. Some a fine crop, and some rather poor. No threshing has been done yet. Spring wheat in very bad shape. Most of it is no better than last year. Practically all of that was sample grade. Have had both black and red rust this year, and some blight. Oats are a minus quantity. What there are are headed very short. Same is true of barley. Corn in excellent shape, except in wet places, where the weeds are thick and the corn yellow.—Sergeant Bluffs Farmers Elevator Co.

Des Moines, Ia., July 20.—Iowa soil is well filled with moisture and no place in the state is suffering from a deficiency. Winter wheat harvest is far advanced and threshing has begun in some counties. Early oats headed with short straw, and with small heads. Quality is generally good. Late oats have improved with moist and cool weather and have longer straw, larger heads, and are better filled. Barley is being harvested and the yield will be good. Corn has shown steady improvement and is now slightly above normal. Prospects for a corn crop are good.—Charles D. Reed, meteorologist and director, U. S. Dept. of Agri.

KANSAS.

Satanta, Kan., July 17.—Wheat yield in this locality ranges from 8 to 25 bus. per acre.—F. A. Sovereign, mgr., Security Elevator Co.

Ford, Kan., July 20.—Threshing has started. Wheat is of fine quality and will yield about 12 bus. to the acre.—T. A. Rogers, mgr., Ford Co-op. Exchange.

Belle Plaine, Kan., July 11.—Wheat threshing in full swing and it is grading No. 1 and 2 and giving yields varying from 10 to 20 bus. per acre.—James G. Fay.

Purcell, Kan., July 16.—Threshing has been delayed by rain. We expect a good quality of wheat. Corn is showing up good.—G. B. C. Ruffner, mgr., Purcell Farmers Union Co-op. Ass'n.

Emporia, Kan., July 19.—Threshing all along the line just started this afternoon. Had been delayed on account of rain. About 8 inches of rain fell here last week.—George Smith, W. S. Nicholson Grain Co.

Hutchinson, Kan., July 12.—The Kansas wheat crop has proven very satisfactory. In addition to the rather large crop (approximately 110,000,000 bus.) the grain is of most excellent quality.—C. A. Lovell, Jay Hausam & Co.

Topeka, Kan., July 15.—Official returns, practically complete for every county, show that 10,526,798 acres were sown to winter wheat last fall in Kansas, or 1,574,964 acres more than correspondents estimated in November. Of the acreage 15.4% was winter-killed or abandoned from other causes. The 8,943,098 acres left for harvest have produced 147,030,665 bus. Judging by the threshing returns and other indications average yield is estimated at 16.46 bus. per acre. The larger part will grade No. 1 and No. 2 and a small portion will grade No. 3. Present indications point to the 1920 winter wheat crop as the 2nd largest in the history of the state. The largest crop was in 1914 when 180,000,000 bus. were raised. The 1919 yield was 145,795,455 bus. Last year unfavorable weather just preceding harvest reduced yield far below pre-harvest estimates. This year weather was well-nigh ideal for the filling and maturing of the grain and yields are turning out better than the growers anticipated thruout the main portion of principal wheat-growing territory. Estimated total yield of spring wheat this year is placed between 250,000 and 300,000 bus. Corn acreage is estimated at 5,175,715 acres, nearly 1,000,000 acres more than in 1919. Based on 100 the condition of corn is placed at 86.1% compared with 79.7% a year ago. Corn prospects are uniformly good.—Kansas State Board of Agri.

Kingman, Kan., July 20.—Harvest is about finished. Some farmers are stacking their wheat to be threshed later.—Associated Mill & Elevator Co.

Marion, Kan., July 20.—Too much rain in this section. Threshing has just begun. Wheat is making from 20 to 35 bus. per acre and generally grading No. 1 and 2.—George Smith, W. S. Nicholson Grain Co.

Ellsworth, Kan.—Made a trip to Grainfield in the west end of the state last week and farmers were getting a yield of 35 to 40 bus. of wheat of good quality, while around Oakley and Russell farmers are getting 25 to 35 bus. The yield around Ellsworth ranges from 23 to 33 bus. If other sections of Kansas do as well the grain dealers surely have a big business ahead of them for twenty to twenty-five million bushels of the 1919 crop are still to be marketed.—H. Work.

MICHIGAN.

Lansing, Mich., July 10.—Wheat damage by Hessian fly is very severe in the southern counties. Crops on light soils in northwestern and west-central counties of the Lower Peninsula and in some sections of the Upper Peninsula have been severely damaged by grasshoppers. Inability to secure sufficient quantities of poison in time for use rendered farmers helpless in some sections to check their progress. Wheat condition ranges from very poor to very good. Many fields are badly spotted and some are too poor to be worth harvesting. Some damage was done by winter-killing, but the Hessian fly has been very active. Extent of the injury done is now readily apparent by the considerable percentage of straw that has broken down. In the central districts there are many excellent stands of wheat, and the damage by fly is slight. Average condition is 73 per cent, or six per cent below normal. The forecast of production is 15,451,000 bushels, 30 per cent less than grown last year. Spring wheat condition is 80%, or 2% below condition at this time last year. Corn acreage about the same as last year. Most of it has made a satisfactory growth. Some damage has been done by grasshoppers and cut worms. Condition is 88%, or 6% better than the 10-year average but 9% lower than condition a year ago. Corn acreage estimated at 1,650,000 acres and estimated production is placed at 56,628,000 bus. Oats were hurt by the dry weather but have improved with the recent rains. Considerable damage by grasshoppers. Estimated yield for 1920 is placed at 47,371,000 bus., which is 25% more than the short crop of 1919.—Michigan Crop Reporting Service.

MINNESOTA.

Lismore, Minn., July 11.—Crop prospects are exceptionally good here.—Lismore Farmers Elevator Co.

Clements, Minn., July 10.—Wheat will be fine if we have no more rain. Wheat acreage has decreased 10% and ground was sown to corn and oats.—B. F. Bertrand.

Glencoe, Minn., July 13.—Crops will be fair if nothing unforeseen happens. Considerable low ground has been drowned out.—Glencoe Farmers Elvtr., L. S. & Prod. Co.

Marshall, Minn., July 15.—Prospects bright for a large corn crop. Coarse grain will also be a fair average, providing we have no heavy rains or hail.—H. R. Wollin, mgr. Farmers Elevator & Milling Co.

LeSueur, Minn., July 12.—Crops are good in general around here. Rye and winter wheat cutting has started. Corn never looked better at this time of the year and is commencing to tassel everywhere.—A. O. Radke.

Grove City, Minn., July 12.—Most of the small grain looks fine. Some reports of rust are beginning to come in but with several weeks of good weather a nice crop could be harvested. Wet weather has kept the farmers from their corn and some fields are rather dirty, but most corn is doing nicely.—John A. Johnson.

St. Paul, Minn., July 15.—Cut worms have been kept in check this year by natural enemies and by parasites. A large percentage of the small number collected have been found to be carrying parasites. A large number of adult moths of the army worm have been collected, indicating that a great deal of damage may be caused by the summer generation of the worm. There is the possibility of an attack on crops by this pest about August 1 according to W. C. Cook.—Extension Division, University of Minnesota.

Chandler, Minn., July 19.—Small grains look good.—Jacob Veisteeg, sec'y, Chandler Farmers Elevator Co.

Minneapolis, Minn., July 21.—Black rust has made headway during the past week, especially in eastern South Dakota and the southern half of Minnesota. Weather apparently was unfavorable for rust, but it has progressed, especially in the late sown wheat, which has suffered severely. Much of the early wheat has advanced to the hard dough stage and will probably be shrunk to some extent. Durum wheat is comparatively free of rust. Practically all of this territory is affected. There are some good spots as well as bad ones. We will probably see quite a range in quality of wheat from this territory. Traces of rust have been found in North Dakota. Apparently no damage has been done so far, but as wheat is late and from two to three weeks from maturity in North Dakota, with unfavorable weather, there may also be some damage there. Some samples sent us from southern North Dakota were supposedly affected by black rust. The heads were small and showed considerable damage. We found this condition due to blight and not rust. The crop may be damaged to some extent by blight thruout the territory. Many Montana valleys have wonderful crops but in northern Montana conditions are very poor. In the northeastern part of the state the crop has undoubtedly been reduced by the dry weather, and rains are needed very badly. This condition also applies to northwestern North Dakota as well as a number of local districts thruout the state. From a careful survey of the situation, the Northwestern wheat crop at present is very spotted in all four states. There are districts that have excellent prospects and there are others that are very poor. Oats and barley are excellent and cutting has already started. Indications are for one of the best oat crops this territory has ever had.—Van Dusen-Harrington Co.

MISSOURI.

Kansas City, Mo., July 16.—Early corn in Missouri is in excellent condition and is tasseling. Late corn also looks good.—S.

Bird City, Mo., July 20.—Commencing to cut wheat here. Crop looks big. Corn is fine.—J. C. Duncan, representing W. S. Nicholson Grain Co., Kansas City, Mo.

Jefferson City, Mo., July 12.—Missouri crop prospects indicate 184,108,000 bus. of corn compared with 155,412,000 bus. in 1919; 31,698,000 bus. of wheat compared with 57,699,000 bus. in 1919, and 40,526,000 bus. of oats compared with 38,259,000 bus. raised last year. Corn planted in Missouri is 6,619,000 acres, an increase of 15% over 1919 but still 600,000 acres below the prewar acreage. Farmers planned to increase their corn crop more but the spring rains prevented. Corn in most sections is from 2 to 3 weeks late. Stands are generally good, a few thin, and cultivations have been most excellent in nearly all sections. July prospect of 27.8 bus. per acre indicates a yield of 184,108,000 bus. Winter wheat is $\frac{3}{4}$ of a normal crop and yield is placed at about 13 bus. per acre. Crop all cut and threshing has begun. Decrease in winter wheat yield is the result of a 40% decrease in acreage. Early sown oats are well filled while those sown late are short and poor. Average oat yield thruout the state is estimated at 28.6 bus. per acre. This will make the fourth consecutive good oat crop in this state.—Missouri Crop Reporting Service.

NEBRASKA.

Fairbury, Neb.—Wheat cutting is now general thruout southern Nebraska and northern Kansas. Harvesting conditions excellent.—J. H. S.

NORTH DAKOTA.

Knox, N. D., July 10.—Wheat acreage has decreased 10% and more feed crops have been planted this year.—J. H. Jorgenson.

Guelph, N. D., July 11.—All crops look fine. Corn is a little late. Have had good growing weather.—H. B. Lee, mgr. Guelph Farmers Elevator Co.

Colfax, N. D., July 15.—Crops look fine and there is promise of a large yield. Corn is a little late because of so much rain.—Henry Krogstad, mgr. Farmers Elevator Co.

OHIO.

Maria Stein, O., July 13.—Corn and oats are looking fine. Wheat, while not so good on the ground, will be of much better quality than last year.—C. Ford, mgr. Myers & Patty Co.

OKLAHOMA.

Davidson, Okla., July 7.—Wheat yield in this community is about 25 bus. per acre.—Campbell Grain Co.

Muskogee, Okla., July 17.—Corn acreage is 50% greater than last year. Wheat and oats all harvested and threshing is well under way. Threshing has been delayed to some extent by rain. Oats are damaged some.—H. J. Venus Grain Co.

Chicago, Ill., July 15.—In Oklahoma harvesting of wheat, oats, barley and rye was practically completed by July 1st. Threshing is in progress. Early planted corn has entered the roasting ear stage. Condition of winter wheat forecasts a yield upward of 35,000,000 bus. Corn acreage is 105% of last year's acreage, or approximately 3,300,000 acres. Condition is 90%. Oats condition is 87% normal, forecasting a yield of 41,325,000 bushels. Grain sorghums are in good condition, and prospects are excellent for good yields. All sections should have abundant grain and feed.—S. H. Johnson, V. P., C. R. I. & P.

Oklahoma City, July 9.—Winter wheat condition at the time of harvest forecasts a production of upwards of 35,000,000 bu. with the bulk of the crop testing Number 2 or better. Where last year the yield was cut short by the failure of the heads to fill, this year they bear grain from the bottom up with the kernels plump and heavy. The increased number of farmers who sowed Kanred wheat report returns as most satisfactory. Corn acreage shows an increase in 25 out of the 77 counties. The state average is 105% of last year's or approximately 3,300,000 acres. Condition of the crop—90%—is 5% below that of July 1, 1919, but compares very favorably with former years. Condition of oats—87%—has increased slightly over the June 1 estimate with the acreage, 1,425,000, somewhat below that of last year. The July 1 condition figure forecasts a production of 41,325,000 bus. Notwithstanding the late start made by the crop, the favorable weather in May and June in a great measure overcame the handicap and the yields are comparable with the good years. Grain sorghums are in good condition and practically as on July 1, 1919. With prospects excellent for a continued good season all sections should have abundant grain and feed. The condition of broom corn compares very favorably with past years; it was 85% of normal July 1 and but 82% at this time last year. The condition for the United States is 78.2%. The state

acreage is about a fourth less than last year's.—Oklahoma Crop Reporting Service.

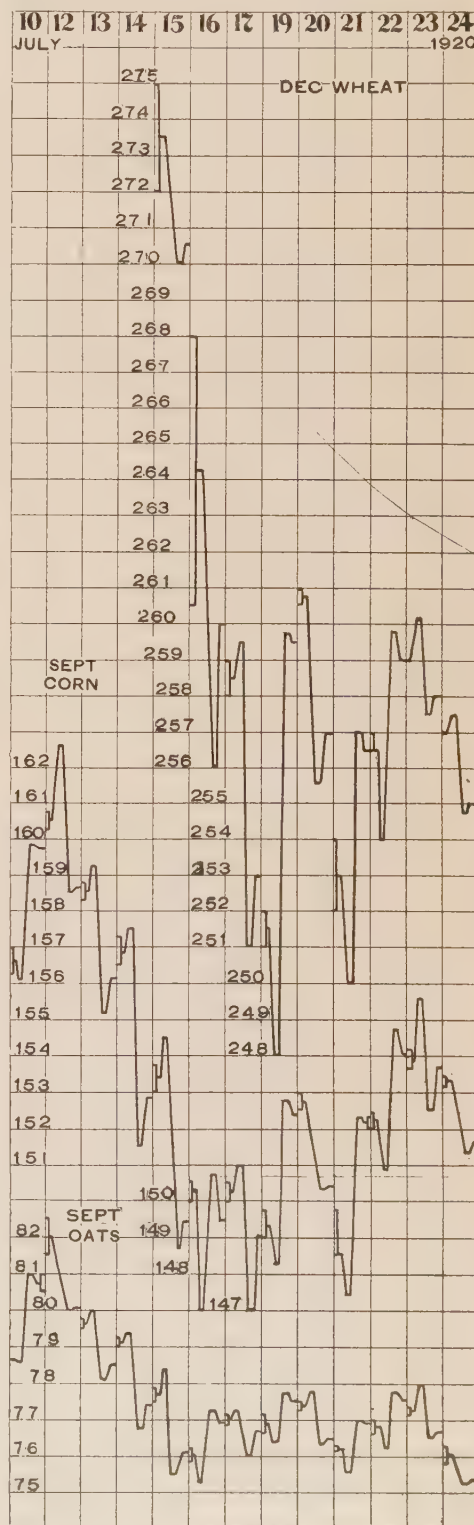
TEXAS.

Booker, Tex., July 6.—Harvest will be over this week. Wheat is fairly good. We have had good rains in the southwest.—A. F. Brown, mgr. Liske Grain Co.

FRENCH soldiers are helping gather the new crop because of the labor shortage.

Chicago Futures

Opening, high, low and close on wheat for the December and on corn and oats for the September delivery at Chicago are given on the chart herewith.



Daily Closing Prices.

The daily closing prices of wheat for December and of corn and oats for September delivery at the following markets for the past two weeks have been, as follows:

DECEMBER WHEAT.												
	July 10.	July 12.	July 13.	July 14.	July 15.	July 16.	July 17.	July 19.	July 20.	July 21.	July 22.	July 23.
Chicago	270 1/2	260	253	259 1/2	257	256 1/2	257	256 1/2	254	256 1/2	255 1/2	251 1/4
Minneapolis	267 1/4	257	249	257	256 1/2	254	256 1/2	255 1/2	254	256 1/2	255 1/2	251 1/4
Duluth	270	260	255	260	261	260	260 3/4	260	260	260 3/4	260	257
St. Louis	271	260	256	260 3/4	259 1/4	259	260	259 1/2	257	257 1/2	257 1/2	257
Kansas City	265 1/2	255	248 1/2	258 1/2	256	256 1/2	257	256 1/2	259	257 1/2	256 3/4	251 3/4
Milwaukee	271	260	253	259 1/2	257	256 1/2	259	258	258	258	258	255
SEPTEMBER OATS.												
	July 10.	July 12.	July 13.	July 14.	July 15.	July 16.	July 17.	July 19.	July 20.	July 21.	July 22.	July 23.
Chicago	80 1/2	80	78 3/4	77 3/4	76 1/4	76 3/4	77 1/2	76 1/4	76 3/4	77 1/2	76 3/4	75 1/4
Minneapolis	77	76 3/4	74 3/4	73 1/4	71 3/4	72 3/4	73	73 3/4	72 3/4	73 3/4	72 3/4	71 1/4
St. Louis	82 1/4	82 1/4	81	78	76	77 3/4	77 3/4	76 1/4	76 3/4	77 3/4	76 3/4	75 1/4
Kansas City	79 3/4	78 1/4	77	75 3/4	74	74 3/4	75 1/4	73 3/4	74 1/4	75	74 1/4	72 3/4
Milwaukee	81	80 1/4	78 1/4	77 1/4	76 1/4	76 3/4	77 1/2	76 3/4	76 3/4	77 1/2	76 3/4	75 3/4
*Winnipeg	92 7/8	92 7/8	91 3/4	91 3/4	90 1/2	91 1/4	90 7/8	93	91 3/4	91 3/4	89 3/4	80 1/4
SEPTEMBER CORN.												
	July 10.	July 12.	July 13.	July 14.	July 15.	July 16.	July 17.	July 19.	July 20.	July 21.	July 22.	July 23.
Chicago	159 1/2	158 1/2	156	152 3/4	149 1/4	149 1/4	149	152 1/4	150 1/4	152	154	153 3/4
St. Louis	161 1/4	160 1/4	156 3/4	154 1/4	150 3/4	150 3/4	150 1/4	153 1/2	151 1/2	153 1/2	155 3/4	155 3/4
Kansas City	155 1/2	155 3/4	152 3/4	149 3/4	146 1/4	145 3/4	145 3/4	149 1/4	146 3/4	148 1/4	150 3/4	148 1/4
Milwaukee	159 3/4	158 3/4	156 1/4	153 1/4	149 1/2	149 1/2	149	152 3/4	150 3/4	152	154 1/4	151 3/4

*October delivery.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

CALIFORNIA.

San Francisco, Cal.—Receipts at this market during June were as follows: Wheat, 2,432 tons; barley, 4,347 tons; oats, 659 tons; corn, 897 tons, compared with receipts during June, 1919, of wheat, 8,627 tons; barley, 27,012 tons; oats, 1,165 tons; and corn, 1,965 tons.—Henry C. Bunker, chief inspector.

COLORADO.

Denver, Colo., July 12.—Grain movement has been slow during the past few weeks, but a movement of the new wheat crop is expected about August 1.—J. H. S.

ILLINOIS.

Chicago, Ill., July 14.—The first car of new wheat to be sold on the Chicago market this season came from Missouri, weighed 59 lbs. to bus., tested 15% moisture and graded No. 4 red. It was purchased by the James E. Bennett & Co. for \$2.87 per bu.

IOWA.

Sergeant Bluffs, Ia., July 20.—No grain moving at all now. Some corn left in the country, but farmers are not willing to take present prices for it. Not nearly so much feeding will be done this year as there was last, unless conditions become far better. Many feeders scared out, but may regain their courage if corn stays cheap.—Sergeant Bluffs Farmers Elevator Co.

KANSAS.

Ford, Kan., July 20.—Cars are very scarce.—T. A. Rogers, mgr., Ford Co-op. Exchange.

Kingman, Kan., July 20.—Cars are scarce. so not much wheat is moving.—Associated Mill & Elevator Co.

Lone Elm, Kan., July 19.—Oats are beginning to move. The quality has been good.—A. F. Scholing Lumber & Grain Co.

Satanta, Kan., July 17.—Wheat movement is well under way. Quality is fine. Weight ranges from 60 to 63 lbs. per bu.—F. A. Sovereign, mgr., Security Elevator Co.

Wichita, Kan., July 15.—Wheat is averaging 62 lbs. to the bushel, a better weight than we have had for several years. Three cars of wheat received at our elevator recently averaged between 61 and 62 lbs. to the bushel.—Lon M. Powell, mgr. Wichita Terminal Elevtr. Co.

MICHIGAN.

Lansing, Mich.—Crop of 1919 still on farms is estimated at 931,000 bus., which is a larger amount than has been on farms at this time in any recent year. Wheat marketed in June is estimated at 140,000 bus.—Michigan Crop Reporting Service.

MINNESOTA.

Minneapolis, Minn.—Receipts at this market during the month of June were as follows: Wheat, 6,053,930 bus.; corn, 847,260 bus.; oats, 709,680 bus.; barley, 758,180 bus.; rye, 369,200 bus., compared with receipts during June, 1919, of wheat, 3,932,040 bus.; corn, 440,160 bus.; oats, 2,183,060 bus.; barley, 4,608,930 bus.; rye, 784,820 bus. Shipments during June were as follows: Wheat, 3,873,000 bus.; corn, 69,140 bus.; oats, 1,935,330 bus.; barley, 986,150 bus.; rye, 2,159,000 bus., compared with shipments during June, 1919, of wheat, 2,982,650 bus.; corn, 326,950 bus.; oats, 1,532,910 bus.; barley, 4,397,940 bus.; and rye, 573,620 bus.

MISSOURI.

Montrose, Mo., July 16.—We received our first new wheat today. It was poor quality and weighed 52 lbs. This is below the average.—Montrose Co-op. Ass'n.

Kansas City, Mo., July 15.—New wheat is moving slowly on account of the car shortage. Quality is fine and demand is good.—F. R. Warrick, Thresher Fuller Grain Co.

Exports of Grain Weekly.

	1920.	1919.	1920.	1919.	1920.	1919.
July 10...	5,771	3,851	35	23	800	1,617
July 17...	8,556	3,393	89	93	322	757
Total since						
July 1...	21,178	8,748	180	136	1,148	3,067

OKLAHOMA.

Enid, Okla., July 16.—Wheat would move rapidly if we could get cars. We are not filling our elevators this year to more than one-half their capacity.—W. M. Randels, mgr. W. M. Randels Grain Co.

PENNSYLVANIA.

Philadelphia, Pa., July 6.—The first shipment of new wheat to be sold on the floor of the Commercial Exchange brot \$2.93 per bu. The shipment of 200 bags of No. 3 came from Delaware and was consigned to W. P. Brazier & Sons, who sold it to E. Dunwoody & Co.

SOUTH DAKOTA.

Colome, S. D., July 12.—Last year 500,000 bus. of rye were shipped from this town and Winner, a town 14 miles west of here. Because of the inability to get good wheat seed a considerable increase was made in rye acreage. We expect to harvest over 2,000,000 bus. of rye this year.—E. P. Kositzky, Rosebud Grain Co.

TEXAS.

Galveston, Tex.—Wheat exported from Galveston in the 12 months ending June 30, 1920, amounted to 22,259,419 bus., compared with 8,624,454 bus. in 1919; 2,142,646 bus. in 1918, and 22,989,883 bus. in 1917.—E. Wickstrom, chief inspector.

Northwestern Grain Dealers to Meet.

The Northwestern Grain Dealers' Association will hold its sixth annual convention at Bozeman, Mont., on Aug. 3 and 4.

The association will assemble at Bozeman and will hold its meeting on Cold Springs Ranch, a wonderful summer resort within motoring distance from Bozeman.

For the dealer who enjoys fishing this spot will be ideal, for the famous Gallatin River is at hand and everything for the fisher, even the fishing license can be secured on Cold Springs Ranch.

Railways have arranged that dealers attending the convention need only pay one and one-third fares for a round-trip ticket.

Bozeman is a beautiful city, is a cereal and milling center as well as the home of the State Agricultural Institutes.

John P. Gary, manager of the Gary Hay & Grain Co., is chairman of the local committee for the convention, while the mayor of Bozeman is a manager of a big local cereal mill.

CEREAL SHORTAGE in Portugal might at any moment cause the flour mills to close and agriculture in this country is on the verge of ruin because of the shortage of field labor reports the Portuguese Minister of Agriculture. In a recent statement to the Portuguese Congress the minister urged "more work" and "intensified production."

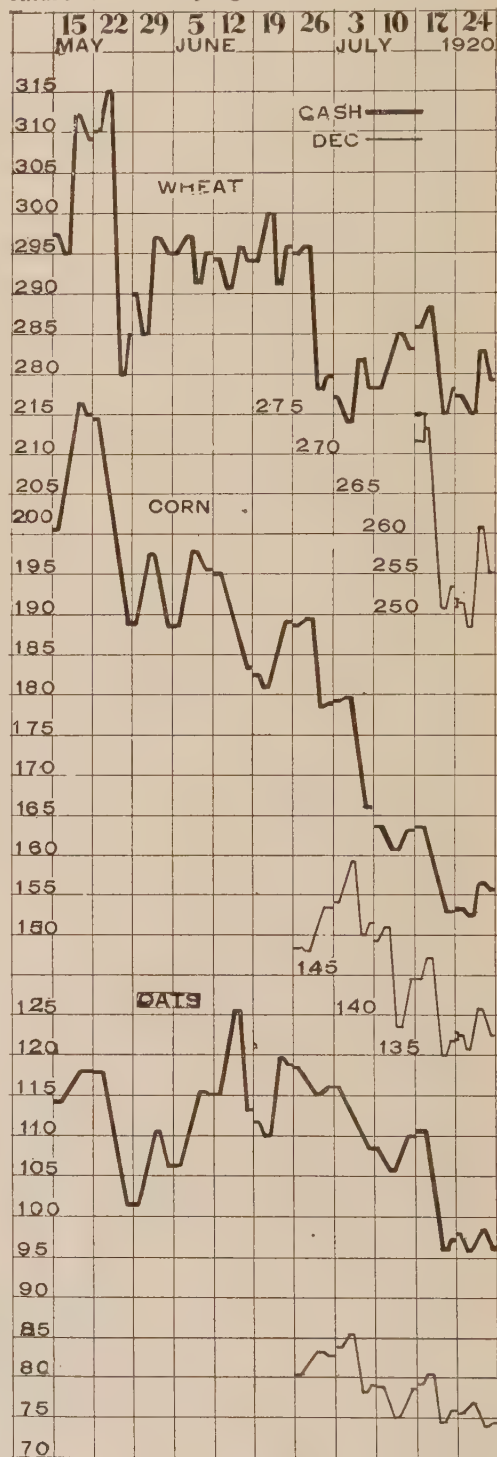
Books Received

DOCKAGE under the Federal Wheat Grades is the title of a profusely illustrated pamphlet that should be in the hands of every wheat grower as an incentive to producing a clean crop. Farmers Bulletin 1118, U. S. Department of Agriculture, Washington, D. C.

GRAIN EXPORT CALCULATION TABLES for wheat, corn, oats, rye, barley, peas and oil cake have been compiled by Frederick H. Baugh, to overcome the inadequacy of existing tables in these days of wide fluctuations in commodity prices and exchange rates. To compile a book of tables to meet these conditions would require but 5,000 pages, while the new principle on which Baugh's tables is based makes it possible to cover the required range with but 104 pages. Easy reference is afforded by the arrangement of commodity sections embracing all countries involved instead of sections arranged according to countries. Economy is effected by the use of one multiplication, but only one. The countries covered are Great Britain, France, Italy, Germany, Holland, Denmark, Sweden and Norway and the range for sterling exchange is from 330 to 498%. Bound in flexible leather; published by the John Hinrichs Cable Code Co., Baltimore, Md.

Cash Wheat, Corn and Oats Fluctuations from May 10 to July 24.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each day a few cents above or below the extreme charted. The December future is shown by light line for comparison.



ROAD MAINTENANCE is getting more attention with the increasing number of motor trucks. The lighter trucks destroy the roads, it is alleged, and their operation is likely to be penalized by legislation.

A CREDIT to Germany of 27,000,000 florins has been advanced by Dutch bankers. The German government intends to use the money in purchasing 150,000 tons of Argentine corn to be used in raising pigs with, an object of remedying the present lack of fatty food-stuffs in that country.

Government Control of Trade

Fred G. Horner of Lawrenceville, Ill., before Indiana Grain Dealers' Association.

Paternalism is the most important basic question confronting our country and its correction by the simplification of governmental machinery; by the elimination of these useless bureaus and commissions and investigating bodies; by the limitation of governmental authority to strictly governmental and constitutional affairs, would, more than any other one thing, correct the distress under which this country is laboring today. There is no consideration of our business life so vital and fundamental as the unhampered operation of the law of supply and demand.

The wisdom and foresight exercised by that wonderful body of men who drafted our Federal Constitution has never been exceeded by any gathering in the history of the world, and, in incontrovertible proof of my statement, I will only cite to you the result of their work, under which has been developed the greatest nation and the greatest people that this world has ever seen. This development has been secured because the provisions of that Constitution have guaranteed to each of us the maximum of personal liberty and have fostered ambition in the breast of every normal citizen by the assurance that that ambition would be subject to no artificial restraint and would be curbed only by the limitations of the individual and the operation of natural economic laws. To me, the most commendable trait of man is ambition, for ambition will carry in its train most of the other virtues in proportion to its own realization.

The point is, are we going to forsake the long cherished, fundamental precepts of that Constitution and destroy the ambition and initiative of this country by encumbering business with the supervision and control of a multiplicity of blighting bureaus and commissions? The unparalleled development of this country and the resulting tremendous actual and potential amalgamations of capital have introduced the possibilities of absolute monopolies and we must admit that such instances are proper spheres for governmental action, and proper, for one reason only, and that is that the government is the only competent medium, but short of such monopolies the hand of our government should never reach.

Pursuing the Profiteers.—Catering to the natural sloth and cupidity of their readers, we find the daily press and popular-priced magazines overloaded with articles by a lot of fatuous feature writers demanding that our government curtail and punish the so-called profiteers. Have we become a nation of incompetents? Have we lost that Yankee shrewdness, which for generations has been a byword in the trade channels of the world? We, who would resist with every atom of our strength the appointment of a personal conservator, are falling head over heels in our mad scramble to secure the appointment of general conservators in the form of investigating and administrative bureaus. We are insisting that the government interfere here in the price of shoes and there in the price or distribution of sugar. I will admit that the World's War has thrown the machinery of trade temporarily out of gear; yet at the risk of defying public opinion, I want to say that even profiteering, when unaccompanied by monopolistic features, is not a proper subject for governmental action, but on the contrary, I make the assertion, without any qualification whatever, that the greatest single cause of profiteering today is bureaucracy, and the quickest and the only permanent relief will come, not from the extension, but from the abolition of this paternalism and a return to the free operation of the law of supply and demand; from a cessation of these investigations; from a relinquishment of this actual and threatened control.

Profiteering is a result and not a cause. Give assurance to the honest and intelligent business man that his business may be conducted in an honest and intelligent manner and there will soon be enough such men in every line to drive out of existence the dishonest and inefficient class. We hear that the law of supply and demand has broken down. The law of supply and demand has not broken down. It has been crucified by governmental interference. But, it is said, if the law of supply and demand has not broken down, our transportation system has, which, by preventing a proper distribution of commodities accomplishes the same result. But why did our transportation system break down, if not from this same confiscatory governmental regulation? All that is necessary for the law of supply and demand to properly function is the opportunity

I would just like to refer to one instance which is fresh in the mind of every householder. The sugar industry last summer was under the control of the Sugar Equalization Board and they were presented with the proposition of taking over the Cuban crop at a price of 6½¢ per lb. for raws. It was not

done and why or whether that Board acted wisely or unwisely is not material to this discussion, but is there anyone here who doubts that, if there had been no such governmental control, that the legitimate sugar interests of this country would not have done as they had often done in the past and as a selfish proposition have protected their own business interests by adequately providing for such portion of that crop as they knew their trade would require?

Socialistic Doctrines.—This is a gathering of middlemen, and I want to say a class of the most efficient and indispensable middlemen to be found, but we are in the very center of this maelstrom. We are threatened with extinction by the very system to which I have referred and I have made these preliminary remarks, only to, if possible, bring out my idea that the spread of co-operative societies is only a part of this socialistic doctrine. Our colleges are permeated with it. Have a heart-to-heart talk with your own boy, who has just returned from school, and see whether he has not become inoculated. It is even reaching down into our High Schools. I do not wish to in any way disparage our educational institutions, and it is because I do value them so highly that I wish to warn against this menace to the susceptibilities of youth. I do not even question the sincerity and the good intentions of these educators who are assisting in the spread of this doctrine. It is a specious fallacy which has obtained an astounding following, and we must all admit that such men, removed from the practicalities of business life, are peculiarly susceptible to the sophistries of such highfaluting deceptive theories, but never forget that a fanatic is always more dangerous than a knave.

The politician can be dismissed with a word. He will always reflect the wish of the people in this country, if the wish be properly expressed. If we order the city of Washington to be reduced to half of its present size, or even less as it should be, there is no question about the reduction being made, for the people are still in power and their wishes must eventually be respected and obeyed. I have implicit confidence in the ability of the American people to get right, but the difficulty is that, when once we get started off on a tangent, we are inclined to keep on until the road becomes impassable or unbearable. Like the pendulum of a clock, we swing from one extreme to the other. Our railroad and our anti-trust, and our labor, and our prospective granger legislation all illustrate our inability to maintain a legislative equilibrium.

But to get down to the concrete, we are today paying taxes for the maintenance and upbuilding of such bureaus as the Federal Trade Commission and of State Schools of Agriculture, who are prostituting their power and position by assiduously working overtime for the propagation of co-operative societies and the elimination of the middlemen. They are, of course, assisted by the class legislation of Congress and our State Legislatures and several particularly flagrant measures in this respect are before the present Congress and some have already received the approval of the Lower House.

Why Create a Privileged Class?—You have doubtless noticed the questionnaire which has been presented by a national farmers' organization to a number of active presidential candidates and, if you have, you have noticed that not one candidate has had the courage to reply with the strictly American ideal of fair play to all and special privilege to none. Let no one understand me as having one thought or wishing to say one word inimical to the farmers of this country. On the contrary, if any one class is to be shown special privilege, I prefer that it be to the farmer. But why any? I have enough confidence in the farmer to believe that he is able to stand on his own bottom and does not need to be pauperized by the acceptance of bounty from the government of the United States. I believe that thru the power of labor organizations and other influences, that the farmers, during the past few years, have suffered from discriminatory legislation and more from discriminatory administration and I sympathize with the causes which have influenced the present movement among them for organization, but two wrongs never make a right. The farmer is entitled to justice but not to privilege and they should beware that thru some of their overzealous and underscrupulous leaders the history of the labor organization movement is not repeated.

I am in favor of the elimination of all middlemen and the substitution of the co-operative society for the present system of marketing and distribution, if it can be done on an open and competitive basis, but I know that it can be done permanently only with the assistance of paternalism and class legislation, and to that I am unalterably opposed and opposed because it will not promote but destroy

efficiency. In my own mind, I know that the co-operative idea is a delusion and that eventually the worst sufferer will be the co-operator himself. Carried to its logical conclusion in our own business, the independent grain dealer is entirely eliminated.

All grain buying, at least at country points, is in the hands of co-operative societies. Their management is of course in the hands of salaried employees. Virtually they have no competition. What adequate incentive have they for efficiency? Take any line of country elevators and pick up an individual manager for each. Give him control of your plant and your bank account and grant that he is honest. Come back at the end of a year and what do you suppose would be the average result? You know it would be appalling.

The farmer has a big job and an adequate field for his abilities and ambition in his own business, and it is certainly strange in this age of specialization that such primitive ideas should obtain a foothold in this country. If it be right to eliminate the middleman, who during the natural evolution of trade has acquired his present position by performing functions sufficiently valuable to society as to so firmly establish his position, that he can be uprooted only by the aid of class legislation, why not continue the simplification of our marketing and distributing system and eliminate every one between the producer and the ultimate consumer? What would be the result? Nothing but the return to primitive barter and the level of our aborigines. And conversely, what raises and keeps us above that level, more than the highly developed specialization of modern life, to which the co-operative idea is actively antagonistic? Co-operative elevators are being built at many stations where present facilities are more than adequate and this extravagance or rather waste will be a tax on those communities for years to come. At other points, competent grain dealers, with a lifetime of dear-y purchased experience behind them, are being forced to sell their plants to co-operative societies, who will place the business in the hands of salaried employees who will later probably gain experience without knowledge, at the expense of the community which they are supposed to serve.

The Whole Co-operative Theory is a Fallacy and aside from your personal business interests, you owe it to yourselves as self-respecting citizens to resist what you know is wrong, but what I have tried to impress upon you today is that you must fight this whole paternalistic socialistic scheme and not alone the particular organization in your own community. The farmer in following the co-operative idea at the expense of his own business of farming is the victim of a propaganda being conducted by a school of impractical idealistic thought, aided by the self-interest of a horde of agitators and an already powerful bureaucracy. Eliminate paternalism and its concomitant evil, class legislation, and the spread or even the maintenance of the present co-operative movement is impossible.

The country elevator operator should never lose sight of the fact that he, himself, has a certain definite and fixed obligation resting on his own shoulders, and he should be the more impressed by the realization that his own success will be measured in almost exact proportion to the fulfillment of that obligation. By which I mean the efficiency displayed in the operation of his own business. The time is past for the indiscriminate dumping of grain into a car, regardless of grade and condition, and the promiscuous consignments of such conglomerations to market. The grain business has become a science, and if we are to properly serve our customers and obtain a measure of success for ourselves, we must recognize that fact and make an intelligent study of grades and the proper market for each. We must furnish adequate facilities to our farmers for taking care of their crops. We must eliminate bad practices of every kind. We must study market, and crop, and general business conditions and adjust ourselves and our business accordingly. At times like the present, when the credit stringency is perhaps the greatest that it has ever been, for any extended period, since the reconstruction days immediately following the Civil War, we must realize the situation and reflect the condition to our customers. We are no more serving our community, when we continue, what is at any time a questionable practice of overextending cash and merchandise credits to our customers, at the risk of crippling our own ability to provide the marketing facilities which we are obligated to furnish, than is the banker who jeopardizes the interests of his depositors by the overextension of credits.

In conclusion, just as we should demand no special favors or consideration for middlemen in general or for the country elevator trade in particular, we should demand that none be shown to any other class, and with this security, the continued life and prosperity of the country elevator trade is secure, as long as we show proper efficiency in the conduct of our business, for we are thus rendering ourselves indispensable, and this efficiency is really the only excuse that we have for existence.

Development of Uniform Grain Inspection

[From an Address by R. T. Miles before the Ohio Grain Dealers Ass'n.]

GRAIN INSPECTION—PAST, PRESENT AND FUTURE.

Grain inspection as it is known today, had its origin in Chicago in the year 1857, under the auspices of the old Board of Trade, which was at that time a mutual association. In this connection it is significant to note that the only attempt toward a series of grades was in respect to red winter wheat, which was classified as red winter, or No. 2 red winter, in accordance with its apparent quality. Spring wheat, white winter wheat, corn, and oats were traded in without any effort toward classification.

In the annual report of the Chicago Board of Trade, for the year 1857, appears the following statement: "The grain trade, which undoubtedly holds supremacy over all others in Chicago, presents the need for stringent grading rules, in view of the practice adopted by farmers, shippers, and exporters, of mixing grain of inferior quality with that of better quality, and the subsequent application of such grain on contracts for grain described as of good milling quality." The further statement appears, that "complaints were registered by eastern buyers and European importers as to the quality of grain applied on contracts." Here we have the first recorded instance of unfair and unethical mixing, and the acknowledgment by an organized trade body of the necessity for curbing such practice.

The Chicago Board of Trade, pursuant to its expressed determination to enhance the integrity of its inspections, accordingly appointed a grain inspection committee, which appears to be the first of its kind in existence anywhere. It was composed of J. S. Rumsey, S. H. Butler, and C. S. Dole. This committee on June 15, 1858, appointed George Sitts chief grain inspector, and established the following grades for grain: Chicago club wheat, No. 1 spring wheat, No. 2 spring wheat, rejected spring wheat; No. 1 white wheat; No. 1 red winter, No. 2 red winter, rejected red winter. Grades 1 and 2 and rejected were also promulgated for corn, oats, barley, and rye. The grades adopted at this time were not in any way defined or interpreted and were applied by the chief inspector (with the assistance of the grain inspection committee) in accordance with his judgment of comparative qualities.

A new phase was introduced into the evolution of grain inspection, when, on August 20, 1866, a revised set of grades was adopted by the Board of Trade of the City of Chicago Inspection Committee (this exchange having been incorporated in the year 1859) in connection with which definitions for the various grades were formulated. Here we see No. 1 corn first described as "sound, dry, plump, and well cleaned," and No. 2 corn as "all other corn dry and merchantable and reasonably clean," and rejected corn as "wet, very dirty, hot, and otherwise badly damaged or unfit for warehousing."

The system of grading instituted at that time was maintained with frequent revisions and amplifications, until federal standards were adopted under the authority conferred in the United States Grain Standards Act.

While Chicago was the first market to recognize the necessity for inspection of grain by a disinterested party, other exchanges, notably the Toledo Produce Exchange instituted a similar service at a comparatively early date. Other exchanges followed, and by the year 1870, practically all markets dealing extensively in grain had adopted grain inspection rules, and had organized grain inspection departments charged with the application of them.

Illinois was the first state to take over the inspection of grain, and William F. Thompkins the first chief inspector in that state was appointed July 3, 1871, under the authority conferred by the State Railroad and Warehouse Act. Minnesota, Missouri, and Kansas instituted state inspection service later, in the order named. More recently a number of western and far western states, notably Washington, Montana, Oregon, Idaho, and North Dakota, have passed state inspection laws. A number of other states also have inspection laws on their statute books which, however, are not operative.

Pioneers in the field of grain inspection had no precedent on which to base rules and regulations for the conduct of their departments, they had no particular standing with the members of exchanges, nor did they have the confidence of the country shipper, they knew little of the factors affecting the carrying quality of grain in storage or in transit, and were almost entirely unfamiliar with the scientific relationships of the many types and varieties of grain with the finished product which it was the aim of the miller or grain products manufacturer to turn out, and therefore, their activities were productive of only the minimum of value to the grain trade.

As the various state grain dealers associations

were founded and grew into prominence, they demanded a more efficient inspection service and added protection to the rights of the country shipper, with the result that state and exchange inspection departments were gradually renovated and improved.

It is said that a former chief inspector of the Illinois State Inspection Department should be credited with first giving formal expression to the desirability of uniform rules for grading grain. The exact date is not available, but was probably about 1890. In 1892, the Chief Inspectors' National Ass'n in convention at Peoria, Ill., adopted a set of rules which were recommended for general use in all grain markets of the United States, but which did not meet with general endorsement by state and exchange inspection departments. The agitation thus engendered bore fruit, however, in the fact that a Uniform Grain Congress was called at Chicago for December 11-13, 1906, under the auspices of the Grain Dealers National Ass'n, which organization had become a powerful influence in the grain trade. This Congress was attended by representatives of the majority of the inspection departments, by national ass'n officials, by officials of state ass'n's, and by officials from the United States Department of Agriculture in charge of grain standardization. It is significant that a resolution was adopted at this Congress to accept the invitation to co-operate with the U. S. Department of Agriculture's project of Grain Standardization, in that it marks the inception of a forward acknowledgment by the grain trade of the advisability of clearly defined standards for grading, and the inadequacy of former methods.

The rules for grading were finally adopted by a majority of inspection departments. However, there was no authority for the enforcement of these rules, and no organization existed to interpret, nor even to suggest the proper application of them, and for these reasons the so-called uniform rules for inspection were of no more practical value than as the establishment of a basis for understanding in case of arbitration. They were subject to the vagaries of personal interpretations of chief inspectors and inspection committees, and the exigencies, in many cases, of local market conditions. It apparently made no difference how earnest were the efforts of the various inspection departments to properly interpret the rules of inspection, the very indefiniteness of the rules made it impossible for one inspector to consistently classify given lots or parcels of grain under the same grade as determined by another inspector of equal probity and capability. Certificates for No. 2 wheat or corn in one market often had no standing in another and vice versa, and contracts were thereby complicated unduly, with a consequent increase in arbitration cases and lawsuits. Inspection departments became suspicious of the ability and good intentions of inspection departments in competitive markets, the farmer felt that he was discriminated against in those markets where inspection was rigid, and the receiver of grain shipped from markets which interpreted rules for inspection liberally, insisted that he was materially damaged. It was agreed by progressive thinkers in the grain business, that inspection of grain should no more be a factor in competition than was the weighing of same. But the chaotic condition continued, and grew worse as competitive conditions asserted themselves in proportion to the increase in the number and importance of market.

Demand for Supervision.—Such a condition could have but one result, which was an insistent demand for some sort of supervision over the grading of grain, that would see to it that uniform rules were applied in the strictest sense of the term in every market of the country and in every port, and agitation for Federal inspection was the first solution offered.

While the attempt to secure for the grain trade, the benefits intended by the grain standards Act through co-operation has been indicated herein to have been a success, regulatory action has been necessary in a considerable number of cases, in many of which however, the offending trade member, found guilty of incorrect invoicing, or the improper use of certificates issued by licensed inspectors, has made full restitution to the other interested party to the transaction.

Settlements of this nature have totaled a very considerable sum of money and in a number of single instances have amounted to several thousand dollars. Also it is hoped that the publicity given to the cases in question will act as a deterrent in the future to dishonest dealers in grain, who might otherwise be guilty of illegal or irregular practices.

Likewise the licenses of a number of inspectors, whose work was habitually unsatisfactory, have been suspended or revoked, and it is the policy to continue this sort of remedial action whenever it becomes evident that any inspector is

not fitted to grade the kind of grain for which a license has been issued to him.

It was found in governing the supervision activities from Washington that only those ports and markets lying along the Atlantic coast could be given the prompt service which ever changing market and trade conditions require. Therefore it was deemed necessary that the features of supervision which have to do with the routine of inspection and appeals be directed from some strategic point among the great primary markets of the middle west. Accordingly an office, known as General Field Headquarters, was opened in Chicago, March 1, 1919. Three projects comprise the office referred to, and they are known as the Board of Review, Inspection Efficiency, and Enforcement.

The Board of Review consists of four members, each of whom has had long experience as an inspector of grain under the commercial system of inspection, and as grain supervisors in charge of district or field offices. In order that supervisors in the field, and through them licensed inspectors, may have constant first-hand knowledge with reference to the opinions of the Board of Review—which is the agency charged with the correct and uniform interpretation of the standards—samples are sent daily to the Board by district supervisors, together with a record showing the grades assigned, both by the licensed inspector and themselves, whether the sample be one secured for ordinary supervision purposes or in appeal.

Inspection Efficiency Department.—The findings of the Board of Review are passed along to Inspection Efficiency, which project compiles records of accuracy and efficiency of all the licensed inspectors and supervisors in a manner calculated to show at a glance just what may be wrong with the inspection in any market, or in the case of any individual licensed inspector. If any case of incorrect inspection appears to be of a nature warranting immediate attention, information to that effect is transmitted to the supervisor, in whose district the affected licensed inspector is located, in order to obviate a continuation of misgradings, which might result in serious detriment to some member or members of the trade.

For facilitating the efforts of Inspection Efficiency to secure a proper application of the standards, each of the thirty-five district offices is placed in one of six divisions located at New York, N. Y.; Indianapolis, Indiana; Chicago, Illinois; St. Louis, Missouri; Kansas City, Missouri; and Portland, Oregon, the supervisor in charge of which is a member of Inspection Efficiency and the staff of General Field Headquarters, but located at the point mentioned for convenience in making quick contact with any of the district offices within his division.

Tendencies toward incorrectness of inspection are summarized by Inspection Efficiency and gone over in a monthly conference of the staff of General Field Headquarters with the Division Supervisors, whose duty it is to carry to the various district supervisors within their divisions the methods agreed upon to eliminate such tendencies and thereby promote the general accuracy of inspection work.

As you know, an appeal may be taken to the Board of Review from the findings of any district supervisor, and the machinery for handling this class of appeals has been worked out with the paramount idea in mind of giving quick service. A hypothetical case that may be realized at any time is given as an illustration. A car of wheat is inspected in Kansas City this morning; an interested party immediately appeals from that inspection, not being satisfied with the grade assigned by the Kansas City supervisor, he files objection and requests Board appeal. The sample is sent by the Kansas City supervisor, by special delivery, to the Board of Review in Chicago, which entertains the appeal immediately upon the arrival of the sample tomorrow morning, and wires its grade to the supervisor in Kansas City, thereby saving the owner of the grain demurrage charges and permitting the merchandising of the car within twenty-four hours of the original inspection.

Analyzing Work of Inspectors.—In the period from March 3, 1919, to June 18, 1920, 117,079 samples have been handled by the various district offices, and the record of every licensed inspector, whose work was thereby supervised, has been carefully analyzed and recorded, in order that intelligent efforts may be made constantly to improve the quality of the inspection service. Of this number, 13,143 were appeals from the licensed inspectors' grade.

Licenses have been issued to 450 inspectors in all parts of the country, which number is an increase of about forty percent since the inception of supervision services, and the number of places at which inspection service is performed has, in the same period of time, increased about 140%. The examination to applicants for licenses are arranged with the idea of bringing out the actual competency of the applicant to grade grain, primary consideration being given to his integrity and general ability.

The desirability of the uniformity of inspection between markets was one of the principal reasons put forward by the proponents of plans for federal inspection or supervision of grain, and it is clearly recognized by supervision officials that the degree of success of their efforts will be measured by the trade in accordance

with the percentage of shipments which grade the same in two or more markets. Therefore a system has been devised, by which the comparative inspection between markets is compiled, keeping in mind the availability of such information for the conferences of the field staff with division supervisors, as hereinbefore outlined. It is anticipated that the promotion of intermarket uniformity will be materially increased as a result of this new step in the supervision service.

The Enforcement Project above mentioned, as one of three comprising the organization of General Field Headquarters, investigates apparent violations of the grain standards Act upon receipt of a complaint from any interested party, and conducts hearings in those cases where the investigation seems to warrant such action; and also in connection with the work of licensed inspectors when the technical staff has decided that action must be taken looking toward the suspension or revocation of licenses.

The continued support by trade members of the efforts of federal grain supervision to realize on its conceived duty toward our domestic and export grain trade will not only be constantly helpful but very greatly appreciated.

Pacific Northwest Dealers Meet in Portland.

The third annual meeting of the Pacific Northwest Grain Dealers Ass'n held in Portland, Ore., on July 13th, was featured by interesting talks and discussions on the problems of the grain trade. President S. C. Armstrong's paper was well received. H. N. Stockett, Sec'y of the Ass'n reviewed the growth, development and possibilities of the Pacific Northwest Grain Dealers Ass'n.

M. H. Houser, Pres. of the Portland Flouring Mills Co. gave an interesting talk on his work while connected with the Grain Corporation. He also gave views on grades and differentials in prices.

Officers elected for the ensuing year were S. C. Armstrong, Seattle, President; I. C. Sanford, of the Northern Grain & Warehouse Co., Vice-President, and H. N. Stockett, Sec'y and Manager. The Sec'y will open an Ass'n office in Portland about Aug. 1.

From Pres. Armstrong's address we take the following remarks:

Since the beginning of grain production in the Pacific Northwest the grain trade has been wholly unorganized and the business has been conducted according to the individual ideas of each separate dealer, whether he came from the farm or office. So divergent have been the methods practiced that each dealer endeavors to rush out and do as much business as possible in secret, then retire and watch the action of his competitors. This process has not produced grain men in all cases and has frequently caused bankers to carefully question the grain trade as a safe business to finance. There is a definite channel through which all grain must flow from the farm to the final consumer, and under organization there is no business so certain of volume, so sure of movement or so safe to finance. Without organization the whole fabric of the trade is woven about the integrity of the individual and may prove satisfactory throughout, or, under practically the same conditions may be wholly unsatisfactory and bring about serious loss.

Edwin T. Cowan, Pres. of the Exchange Nat'l Bank of Spokane talked on the financial situation, condition of banks, transportation and financing of crops. From Mr. Cowan's talk we take the following:

If we are to accept the estimates given by some of the farmers on crop conditions of the Northwest there would be no problem of financing the current year's grain crop, for there would be but little grain to move to market. To one familiar with conditions such alarming and pessimistic statements are not exciting.

There is still some considerable wheat at interior points which must be moved out to make room for the new crop. There has been a good deal of complaint over railroad service, and this is likely to be increased during the coming season. The condition of the banks in the Northwest is not different from that in most sections of the country. The tremendous increase in values of merchandise requires two or three times as much credit accommodation as would be needed did prices more nearly approximate pre-war levels. There is no exception to this statement.

It would seem that before we get through this crop movement that a suspension of reserve requirement temporarily will be inevitable. The possibility of a widely fluctuating market has aroused much interest on the part

of the bankers and they are much more cautious in their commitments. A 10 or 20 per cent margin on dollar.

Recently agitation has been going on to induce the farmers to engage in the grain trade in a co-operative way by pooling their crops, selling through their own agencies. The propaganda has gone so far that the coming season is likely to see an increasing reluctance to assuming the responsibility under the trade acceptance. This method has enabled banks of small capital to vastly increase the facilities afforded their customers in grain business. The 1920 season is likely to see fewer grain concerns in the market than for many years.

The attendance from the interior of the North Pacific states was quite disappointing, but the general opinion is that the 1921 meeting will have the largest attendance of any meeting yet held. From Spokane, Wash., were: Charles E. Johnson, M. J. O'Neill, R. J. Stephens, N. A. Roberts.

From Seattle, Wash.: S. C. Armstrong, R. T. Lord, M. Harshman, Frank Ford, A. E. Sutton, George W. Smith, George Neil, J. A. Pease, A. A. Ryer.

Others present were: A. J. Urquardt, Lind, Wash.; Mr. Howard of Los Angeles; R. M. Crommelin, Pendleton, Ore.; C. B. Stout, Memphis, Tenn.

From Portland: N. A. Leach, R. A. Imlay, Sherman C. Draper, I. C. Sanford, J. H. Klosterman, J. C. Noyes, R. S. McCarl, F. L. Shull, Walter L. Wilson, and M. H. Houser.

Coming Conventions.

July 27.—Michigan Hay & Grain Ass'n at Battle Creek, Mich.

Aug. 3, 4. Northwestern Grain Dealers Ass'n at Bozeman, Mont.

Oct. 11, 12 and 13. Grain Dealers National Ass'n at Minneapolis, Minn.

Jan. 25, 26, 27. Farmers Grain Dealers Ass'n of Iowa at Fort Dodge, Ia.

THE INTRODUCTION of the Philippine farmer to modern methods of agriculture is the purpose of a series of motion pictures, being shown by the Philippine Dept. of Agri.

THE KEEPING QUALITY of grain in transit as affected by the moisture content will be made a special study by Geo. H. Baston, of the division of grain investigations of the U. S. Bureau of Markets, who has been transferred from Washington to the Webster bldg., Chicago, to gather information. Mr. Baston will be pleased to have receivers of grain advise him of cars that go out of condition while in transit.

A BILL passed by the French Chamber of Deputies gives the government the privilege of being the sole purchaser of home grown wheat and the sole importer of foreign wheat; gives a price fixing authority to the government and forbids the feeding of wheat, rye, bread or wheat flour to animals. This bill will probably be read during the season of 1920-21 and will not become effective before 1921, according to a press report.

KANSAS farmers must be credited with doing their utmost to feed a hungry world. In the face of labor shortage, high wages and inadequate returns, acreage crops increased more than one and one-half million acres over last year, when it amounted to 23,084,052 acres. Of the three principal crops of wheat, corn, and oats, approximately 18,322,000 acres were planted as compared to 17,381,000 in 1919.—Kansas State Board of Agri.

OIL WELL SPECULATIONS are let alone by grain men, but one enterprise of merit is the Keechi Petroleum Co. of Pasadena, Cal., under the general management of W. H. Chambers at Keechi, Tex. The company has over 9,000 acres of oil land leased and on May 20 had a complete drilling equipment on the ground, which will be worth a vast sum if oil is found. Mr. Chambers will be remembered by old grain men as manager of the Peavey Elevator Co., of Minneapolis.

Oklahoma Decision on Unfair Discrimination in Prices.

The Criminal Court of Appeals of Oklahoma on May 11, 1920, reversed the decision of the County Court of Beckham County in the case of the Western Lumber Co., which had been fined \$400 for making different prices at different towns.

The prosecuting attorney of the county alleged in the complaint that defendant, for the purpose of destroying the competition of one H. T. Doss, who was then and there in the said town of Texola a regular, established dealer in wire and cement; that the Western Lumber Co. did on the said day and year make an unfair discrimination in the prices of wire and cement in the said towns of Texola and Erick, to wit, wire in Texola \$4 for 95 pounds, cement in Texola 75 cents a sack, and on the same day and year in the said town of Erick wire \$5.50 for 100 pounds and cement \$1.10 a sack.

Section 1 of chapter 114 is as follows:

"Any person, firm or corporation, foreign or domestic, doing business in the state of Oklahoma, and engaged in the production, manufacture or distribution of any commodity in general, that intentionally, for the purpose of destroying the competition of any regular, established dealer in such commodity, or to prevent the competition of any person who, in good faith, intends and attempts to become such dealer, shall discriminate between different sections, communities or cities of this state by selling such commodity at a lower rate in one section, community or city, or any portion thereof, than such person, firm or corporation, foreign or domestic, charges for such commodity in another section, community or city, or that shall discriminate between different sections, communities or cities of this state by selling such commodity at a lower rate in one section, community or city, or any portion thereof, than such person, firm or corporation, foreign or domestic, charges for such commodity in another section, community or city after equalizing the distance from the point of production, manufacture or distribution and freight rates therefrom, shall be deemed guilty of unfair discrimination, which is hereby declared to be a misdemeanor."

The court said: While there is evidence to the effect that on the same day in both towns a purchase of these commodities was made at Texola at a lower price than in Erick, the proof tends clearly to show that the prosecuting witness, who was engaged in the business of selling these same commodities in the town of Texola, had previous to these purchases reduced the selling price of the same commodities considerably lower than had previously been charged therefor at either of said places.

The contention of the defendant was that the reduction in the selling price of the commodities at Texola was not made until after the prosecuting witness had reduced the selling price himself, and that the reduction of selling price on the part of the defendant company was for the purpose of meeting competition in prices theretofore established by the prosecuting witness, which under that provision of the act (the pleader intending evidently to base the information upon that portion of the statute against discrimination for the purpose of destroying competition) would not be sufficient to establish the offense.

The fact that the complaining witness (being a dealer in such commodities only in the town of Texola, and therefore not amenable to the statute) first, and of his own volition, reduced the selling price of such commodities in said town, and that thereafter defendant company reduced its price on such commodities in said town, did not of itself establish the criminal intent on the part of defendant to destroy the competition which had arisen in said town. We do not understand the statute to be intended to prevent competition in prices, but rather to encourage legitimate competition.

The public is benefited by a healthy competition in the prices of necessary commodities, and the mere fact that a company dealing in commodities in two similarly located communities in this state makes a sale of such commodities at a lower price in one such community than in the other (while, if persisted in, is perhaps sufficient to make a prima facie case of discrimination against the community in which sales were made at the higher price) is not, in the absence of other evidence showing an unlawful intent, alone sufficient to establish a discriminatory purpose to destroy competition in the place where the lower sale was made.—189 Pac. Rep. 868.

STORAGE FACILITIES for 6,000,000 bus. of wheat under construction at Glebe Island in the harbor of Sydney, N. S. W. will be ready to handle grain of the next crop.

Three Classes of Co-Operation

[From a paper read by V. E. Butler before Ohio Grain Dealers Ass'n.]

Service is the keystone in the arch of successful business. I may establish a business and offer a service to a community, but if it is a duplication of a service already offered, I must perform the service better than my competitor, or I must fail. If I perform the service better and more to the satisfaction of my patrons, I succeed; but, if I perform the service no better than my competitor, then I have placed a load on the growth of the community, because I have divided the strength of the community, which is necessary to build successful institutions.

In the reorganization of business failures investments in facilities are reduced to a point where the turnover of capital will return a profit on the investment, or the business will again go through a reorganization till it finally reaches a point of investment justified by the demands of the community where located. Community building is a selling proposition; you, as individuals, sell your ability to the community, and it in turn sells itself to the outside world. In building communities we must recognize the fact that in the solution of all community problems there must be sane thought, individually and collectively; that thought without action is useless, and action without thought is positively dangerous. As a people, we are bargain hunters, so if we are successful business men, we must give a service that is a bargain at the price we demand for it. If we are a successful community, then we have offered advantages not possessed by other communities with whom we come in competition.

We have three distinct forms of co-operation. The political, as represented by the Non-Partisan League activities of North Dakota. Close co-operation, as represented by the farmer elevator and other kindred organizations, and business co-operation, as represented by the Commercial Clubs, Boards of Trade and other like business organizations.

The Non-Partisan League organization is a voluntary ass'n of farmers for the sole purpose of getting control of the political forces of the state; judicial, administrative and legislative, and, thru this power, they hope to cure the economic troubles of the farming class by using the credit of the state to establish state owned terminal elevators, mills, country elevators, and many other business enterprises such as banking, merchandising, hail insurance, newspaper publications, etc.

The funds necessary to establish these business institutions is to be procured by the issuance and sale of bonds backed by the credit of the state. This movement is one of the most radical in the country today, and it is socialism in its extreme form. From my information I cannot find a redeeming feature in any part of the program, altho it gets its authority by expression of the people thru the exercise of the ballot. Its plea for support is in the interest of class against class. Its object is to gain political power for its leaders.

The unique feature of this organization is in the fact that all members pay a membership fee of \$16, and dues from time to time for a like amount. These funds are in control of their leaders, who use them as they see fit without making any accounting. There are thousands of members, which indicates the use of hundreds of thousands of dollars for political propaganda, and to maintain an army of political workers. The institutions established by this political organization to date have been put in control of political workers, who have had no successful experience in the management of business enterprises, with the possible exception of the State Bank. The League has complete control of the political powers of the state and legislates and administers the laws promulgated on order of its political boss from his office in St. Paul. As a matter of fact the state has been ruled from St. Paul from the date of its admission into the union; in the old days by Alex. McKimzee from his room in the old Merchants Hotel, and now by A. C. Townley from his room in the Gilfillin Block in the same city. I can see no material difference in the political rule of the old days and now except that the greed for power and special privileges has been transferred from the railroad interests to a fraction of the people of the state.

The business established under these laws has been because of political expediency rather than to fill a public need or perform a service; therefore, can not help but result in failure in the end.

Close co-operation does not look to state control of business only to the extent of influencing legislation to give it an equal standing with other business enterprises of like character. In this class falls the farmers elevators, creamery and cheese factories, fruit and produce ass'ns, stores, cotton, tobacco, live stock and other

miscellaneous co-operative ass'ns. These are usually local institutions and have an entirely local influence altho some have extended their organizations to the county unit. In 1914, the office of Markets and Rural organization undertook a survey of co-operative marketing in the United States, and thru the various sources of information it gathered together 12,500 names of farmers' purchasing and marketing companies. Corrections were made to make the list as accurate as possible, and the list was reduced to 12,300. Questionnaires were sent making inquiry in regard to various methods of conducting the business. Many of these blanks were returned with the information that the organization had discontinued business, and some duplications were found, so that in the final returns they received reports from 5,424. In the bulletin reporting this class of organization (Bulletin No. 547, in 1917) the statement is made that more than 6,000 organizations failed to report, and that it is believed that many of these are not actively engaged in business because they did not reply to repeated requests for information.

Of the 5,424 organizations reporting there were 1,637 grain handling organizations, 1,708 creameries and cheese factories, 871 fruit and produce, 213 cotton, 275 stored, 43 tobacco, 96 live stock and 581 miscellaneous organizations.

During the last six years of this rapid growth conditions have been most favorable to the successful operation of this class of co-operative business institutions, because of a steadily advancing market for farm products except at short periods of depression.

There is a tendency toward over-confidence as to what business can be made to return to its investors. This over-confidence is leading the grain business, both co-operative and private, into a dangerous situation, as the amount of permanent investment the industry will

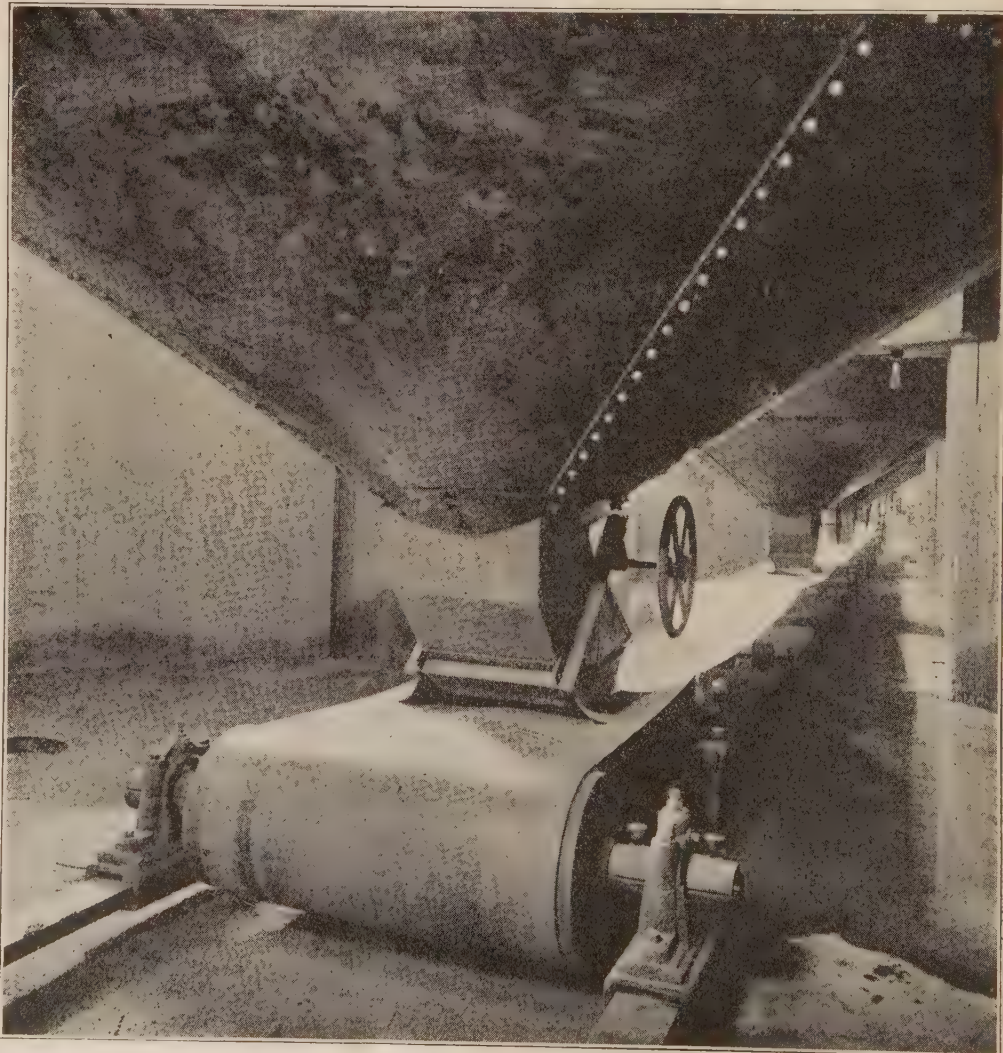
carry when we pass from the present inflated values back to a more normal level, will be too large.

Business Has Its Ups and Downs.—I know from an experience of many years in the business that it has its high points, as well as its low points. I have seen times when it was impossible to make any return on the small investment possible to make for handling grain, and again when the business would warrant a very large investment at the station. As I travel over the country, and find places where there was never more than a hundred thousand bushels of grain marketed from the station with an elevator that cost four or five thousand dollars, at a profit that did not make its owner rich, and find that the plant has been sold for \$10,000 or \$12,000, and an additional twelve or fifteen thousand dollars has been put into improvements, I wonder at the judgment of the new owner, and I wonder what the community must contribute in the way of margins of profit to make such properties pay when the depressions come. This is not an over-drawn picture for you have such conditions in this state, as there are in all sections of the country.

It is time to call a halt and analyze the situation, and find out if the turnover of invested capital will pay for the upkeep of such large investments. The Bulletin referred to (No. 547) gives a very complete record of the volume of business done per year by all co-operative companies reporting in the years for 1912, 1913, 1914 and 1915. The grand average for 1,850 companies from whom reports were received were as follows: 1912, \$138,600; 1913, \$132,499; 1914, \$95,287; 1915, \$85,535.

Don't understand these figures are used to call your attention to a decline in the business of co-operative companies, for they are not, but they do illustrate the depressions that come to business, and it is information from an authoritative source.

From this same bulletin I have compiled the volume of business reported from farmers elevator companies from the states of North and South Dakota, Minnesota, Iowa, Illinois, Nebraska and Kansas for the same years, which shows that from an average of 503 companies, the grand average yearly volume of business is as follows: 1912, \$160,782; 1913, \$136,134; 1914, \$143,770; 1915, \$143,900.



Steel Bin Bottoms in Conveyor Tunnel of Farmers Terminal Elevator at Council Bluffs, Ia.
[See facing page.]

The average of all elevators reporting to the Department for the same period, as reported in the government bulletin is \$143,268. The question to determine is will the business justify the large investments now being made if the price of grain declines so that the volume of business equals one-half of the present turnover, which would still represent an extra high price for grain. While this decline of volume is taking place the reverses of a declining market must be met, and a decline of building valuations. These conditions will bring in the end over capitalization, which will be a heavy burden to carry. It is a question for private dealers to consider as well as the co-operatives, but more especially for the co-operative companies, for the reason that they seem to be the ones who are making the large investments in the business. From our insurance records, we find it quite a common practice to invest from \$25,000 to \$35,000 in a country elevator where the bushels handled seem to be small.

Now let me see if I can make my point clear. Let us suppose there are two competitors, either in the same town or adjoining towns, which have an annual volume of business equal to that reported in the bulletin mentioned of \$143,000 each; one has an investment of \$25,000 and the other \$8,000. Their expenses are both \$4,500 per year. The profits of the \$25,000 plant is 20%, or \$5,000, and the profits of the \$8,000 plant is 25%, or \$2,000. That each plant, on an average, makes losses on $\frac{1}{4}$ of its business equal to 3%, and profits on $\frac{3}{4}$ of its business, let us suppose the average cost of their oats was 50 cents per bushel, corn \$1.00 and wheat \$1.50.

Under these conditions the owner of the \$25,000 plant would have to have a working margin of 8% of his turnover in order to make 20% profit on his investment, plus his expenses, which, at the average price of grain, would mean a margin of 4 cents on oats, 8 cents on

corn and 12 cents on wheat, while the owner of the \$8,000 plant would have to have a gross margin of 5-6/10% on his turnover, or 2.8 cents per bushel on oats, 5.6 cents on corn, and 8.4 cents on wheat.

The dealer with the low investment has the advantage in the market equal to 1.2 cents per bushel on oats, 2.4 cents on corn and 3.6 cents on wheat, and will still make a 5% greater profit on his investment.

In my conclusion I say emphatically that there is no place in co-operation or private business for such a cause as advocated by the Non-Partisan League. A cause built upon misrepresentation and greed; a cause arraiging class against class; a cause that is making a strong bid for financial ruin of a state and seeking to work into government and business socialistic ideas most dangerous to individuals and communities.

I want to give you this thought in closing. A government is never better than its citizenship; a town never better than its business men, and its business men never better than required by the surrounding community.

Novel Departure in Bin Bottom Construction.

Hoppered bin bottoms of reinforced concrete tanks have long been formed by filling in about bin bottom outlets with sand or cinders and covering with concrete slab at an angle of 45 degrees to expedite the flow of grain from the bins.

Much water is generally used in compacting the hopper fill and in many cases months elapse before the water ceases dripping into the conveyor tunnel below.

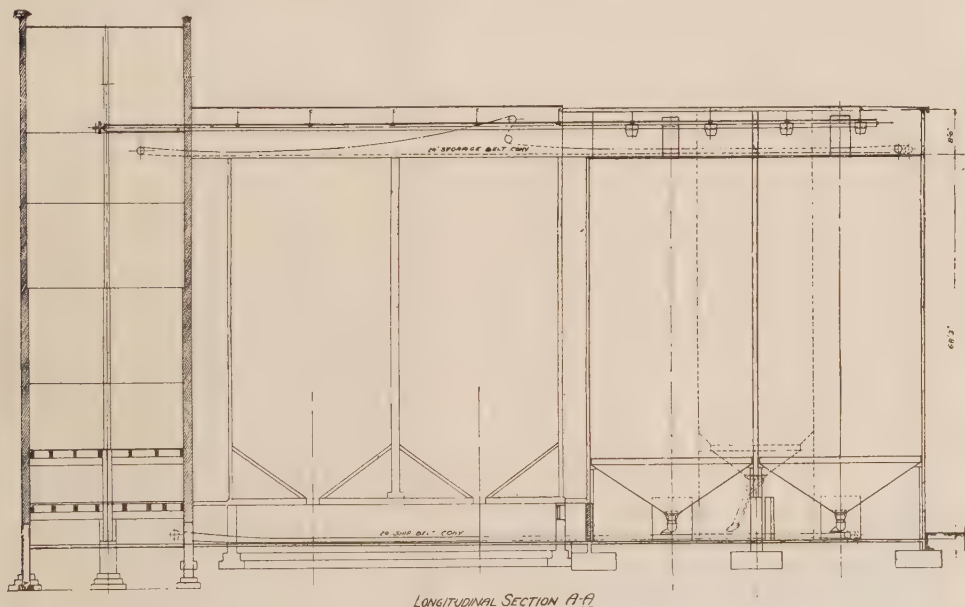
To obviate the necessity of filling bin bottoms, to increase the storage capacity of each bin and to secure a roomy well lighted and thoroughly ventilated basement under each bin the conical steel hopper bottom illustrated herewith was designed by T. D. Budd, Chief Engineer of James Stewart & Co. It has always been difficult to induce elevator workmen to keep the dark damp places about the elevator clean or even free from rubbish. This new bin bottom gives basement a high ceiling and the large windows permit much of the dust to blow out even when the walls and floor are being swept, so men can clean the basement without personal discomfort.

The steel bottom for each tank is anchored to a heavy channel ring which rests on concrete pilasters formed on inside of the tank walls and cast with moving form simultaneously with the wall. The joint is made grain tight so grain cannot lodge and provide breeding places for weevil and other grain infesting insects.

The longitudinal view of the old and new concrete tanks of the American Maize Products Co., at Roby, Ind., which is shown herewith gives a clear idea of the difference between the old and the new style bin bottom, additional storage consisting of four tanks and air interstice bin having been added recently by Jas. Stewart & Co. The plans of the basement story show the arrangement of the shipping belts, the location of the motors and the wide passageways between the adjoining basement stories. The pilasters supporting the bin bottoms are also shown.

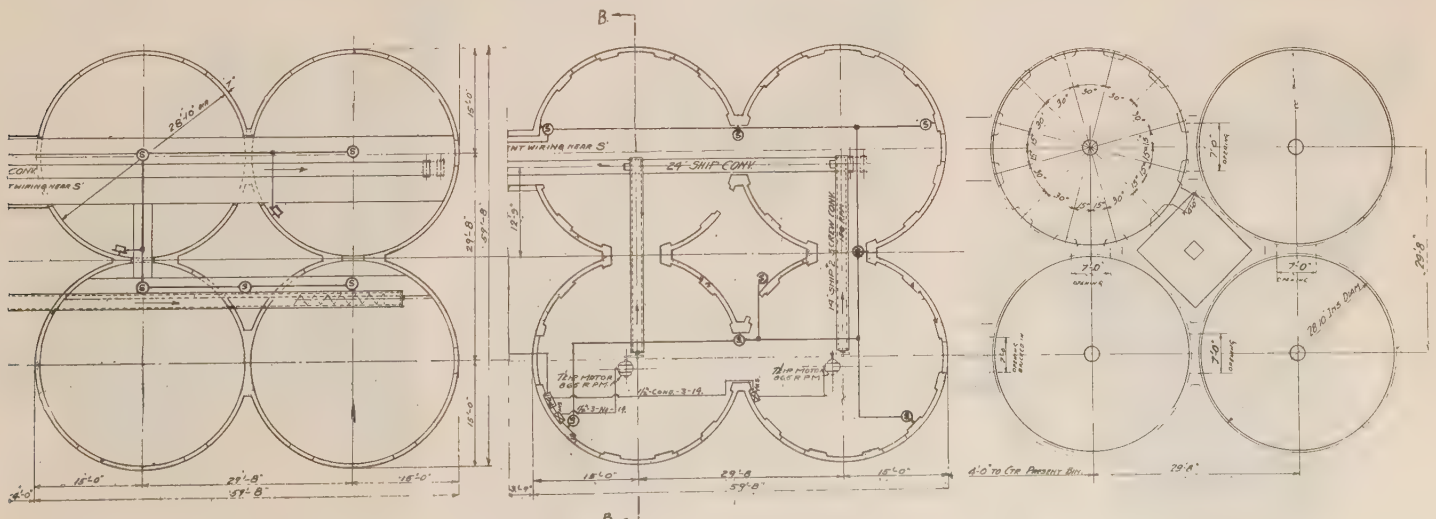
The photographic reproduction of the basement story of the Terminal Elevator at Council Bluffs which is also equipped with steel bin bottoms presents a spacious well lighted story that can easily be kept dry and clean and thoroly ventilated during the movement of grain. As both sides of conveyor belts are easily accessible workmen can grease bearings at all times without danger or inconvenience.

Thru the use of steel bin bottoms it is claimed that the dead weight of the storage tanks will be reduced about 10%, while the storage capacity of the tank will be increased at least 5%. Should damp grain stick to the surface of the steel bottom a rap with a mallet on the under side will start it to running, but grain always runs more freely on steel than on concrete. Inasmuch as the moving forms for the concrete tank walls are started from the basement floor and continued without interruption to the top of bins the economy of time, labor and material effects a reduction in the cost of at least 5%. The steel bin bottoms are made in the shop and assembled in place on the job as soon as the moving forms are above the pilasters.



LONGITUDINAL SECTION A-A

Reinforced Concrete Elevator and Storage Tanks of American Maize Products Co., at Roby, Ind. New Style Bin Bottoms on the Right.



Plan of Bin Floor and Basement New Storage Tanks of American Maize Products Co., at Roby, Ind.

Georgia's Growing Grain Trade

BY J. H. SMYTHE, JR.

Georgia is one of the Big Four!

This has no relation to any big railroad system, but it merely means that the farm products of Georgia rank fourth in total valuation in the entire United States.

Quite an accomplishment for a Southern State, and this, too, in the face of heavy cotton crop losses. According to the U. S. Dept. of Agri. the value of 1918 crops by states ranged as follows: Illinois, \$879,679,000; Iowa, \$821,920,000; Texas, \$695,651,000; Georgia, \$590,292,000.

Corn and Cotton are the big crops of the state. Cotton has had a tremendous set-back since the boll weevil came into the territory, and corn has had a correspondingly large advancement. Cotton has always been the money crop of both Georgia and Alabama. Since the advent of the boll weevil in Alabama, corn has become the crop with largest acreage, but the change in Georgia has not been so complete. Corn has gained considerably in acreage, while cotton has lost, but still retains a slight lead. The acreage sown to cotton in 1919 was 5,288,000 while the acreage put to corn was 4,820,000. The valuation of the cotton crop was estimated at \$309,670,000, while the total corn crop value was only \$111,824,000. However, last year, corn crop was a failure in many parts of the state. The acreage seeded to corn this year shows a decided increase. The outlook for the state's corn crop is bright, and many believe Georgia will no longer have to go to Western or Northern markets for corn supplies. Not only will the state meet the home demands but will have surplus corn for other sections.

The boll weevil has taught the Georgia farmer a lesson he will not soon forget. He has learned the first principle of diversification of crops. As soon as diversified farming with the rotation of crops and the raising of live stock gains favor with a few more Georgia planters the state will produce more corn every year.

In their wild scramble to plant something to replace cotton, many farmers have found peanuts a profitable crop, while others have received good returns from tobacco. Herein lies the danger to increased corn crops, for many farmers will "diversify" past the point of grain production. Corn is a safe crop for the Georgia farmer. This grain always has a market, while the consumption of peanuts and tobacco is limited.

The State's Field Crops.

Corn may be grown in every county of the state, the yield per acre varying from 10 to 50 bus., the average yield being around 18 or 20 bus. The corn is generally planted in the latter part of March, but can be planted as late as June 15th and still produce a crop. Boys' Corn Clubs in all sections of the state have done much to give impetus to corn production and phenomenal yields have been harvested from fields under special cultivation.

The wheat belt of the state is above the central line, the production of this crop last year being 3,631,000 bus., all consumed locally.

This quantity may not be large, but it shows an increase in ten years of 2,878,000 bus., with a corresponding increase in production per acre. The state will never become a large wheat raising state, but it will certainly help to supply Georgia millers with an ever increasing amount of local wheat.

Hay production in Georgia, like corn, is on the increase. Georgia has had to import as much as 100,000 tons of hay annually from Northern and Western points, but thru intelligent cultivation a marked improvement has been noted, both in the quality and the amount of hay produced.

Cow peas, soy beans, peanut vine, alfalfa and velvet beans all go to swell the production of hay. Georgia may be expected, not only to grow enough hay for home needs, but a surplus for shipping within the next few years. Last year 557,000 acres were put to hay and 613,000 tons harvested. This showed a decrease from 1918, owing to the poor season for all crops.

The Oats acreage in 1918 was 550,000, while in 1919 it showed a slight decrease from that figure. The production in 1919 was 10,800,000 bus. Most of the oats is never harvested, being used as a feeding crop entirely consumed on the farms where grown.

The exceptional growth in the production of peanuts in the state is partially due to the fact that Alabama has made such a great success in producing this crop. Peanut vine hay is unusually good feed, and many feed mills in the state are using it as an ingredient in mixed sweet feeds. The peanut production last year was not as large as in 1918 when the state produced 8,792,000 bus., having only 314,000 acres under cultivation.

The velvet bean crop for 1919 also showed some decrease from the previous year, the yield dropping from 3,200,000 bus. to 2,000,000 bus. The velvet bean is a good feeding crop.

The vines, pods, and bean are often ground together and corn and hay added to make a well-balanced mixed feed. Many firms in Alabama as well as Georgia have worked up a good trade shipping velvet bean meal North to feed dealers and mixed feed manufacturers. Mixed feeds containing a percentage of velvet bean meal are very popular in the North and East, while the same feed is decidedly unpopular with the Southern feeders.

GEORGIA PRODUCED over \$600,000,000 worth of agricultural products, exclusive of live stock, in 1919. This figure is almost three times that of nine years ago, and greater than any year in its history. This is more than \$15,000,000 greater than the previous year when the state took its place among the four leading states of the Union in total value of farm products. This was in spite of the worst crop season in many years and the record boll weevil damage to cotton.

The following is an estimate of the 1919 crop by the U. S. Bureau of Crop Estimates and the Georgia Department of Agriculture:

Crop.	Acreage.	Production.
Corn	4,820,000	69,890,000 bus.
Wheat	240,000	2,520,000 bus.
Oats	540,000	10,000,000 bus.
Peanuts	202,000	5,505,000 bus.
Velvet Beans ...	300,000	1,860,000 bus.
Hay (tame)	557,000	613,000 tons.
Cotton	5,288,000	1,730,000 bales.

A Surplus Corn State.

The boll weevil, by dealing a death blow to the enormous cotton crops of many Southern communities, has forced the farmers to accept the benefits of diversification of crops, a practice which had been recommended to them for years and to which they had stubbornly turned a deaf ear.

Georgia has made remarkable progress in raising corn and the fact has been clearly demonstrated that the climate and soil in practically every county of the state is well adapted to that crop. But the farmer has a few questions to ask. With an eye to the future, he inquires, "What Marketing Facilities are Available should I raise a large crop of corn, and where will I find a market that will accept my product at the current price-levels, based on Chicago price, plus freight?" Twenty-two grain elevators already in operation in Georgia will partially answer this question. More elevators, approximately one for every county, will encourage the farmers to plant more corn, and would be ample facilities for shipping the surplus to consuming territory. The state's production of corn now almost equals its con-



Georgia's Area Adapted to the Production of Each Kind of Grain as Indicated in Black.

sumption, that grain being a negligible quantity so far as interstate traffic is concerned. So, the state is virtually on the verge of becoming a surplus corn raising state.

One discouraging condition surrounding the Georgia corn crop is the railroad situation. Georgia wud naturally find a market for its surplus corn in the Eastern Coast states, altho some could move for export in a Southerly direction. When we learn that it costs less to bring a car of corn from Omaha to Atlanta, than it does to ship a car of corn from Southern Georgia to the Carolinas or Virginias, we realize that the freight rates are decidedly against the "Georgia Surplus." This is a problem for the State Traffic Bureau to consider, and for the Civic and Commercial bodies of Georgia to take in hand. The many small railroad lines of Georgia and the lack of thru rates on car-load shipments moving in a Northerly direction, necessitates many switchings, and the total of the local freight rates amounts to considerable more for a 200 mile shipment out of Southern Georgia, than for 2,000 mile shipment from North or West. Georgia growers will realize this when they see Iowa corn competing with Southern Georgia corn in neighboring states.

WEEVIL DAMAGE to Southern grown corn is generally heavy. The quality of the corn is good, but the weevil often infest it before it is cut. The corn being soft, starchy and containing a high percentage of moisture, is very susceptible to weevil. The weevil problem is no small one, as the quality and value of the corn often is materially lessened by these pests. The warm climate greatly aids in the multiplication of this insect. The destructive work of this pest has presented a serious problem for the grain trade of the South. Regardless of the discouraging features, the outlook for the future of the Georgia corn grower is exceedingly bright.

The awakened interest in the "New South" together with proper education and legislation will make for bigger and better corn crops in Georgia. The state has risen from a corn buying territory to a self-sustaining territory with respect to that grain. Broad-minded and far-sighted business men will erect more grain elevators in all parts of the state, and the farmers will not only raise more corn, but secure top prices. The start has also been made in the erection of country grain elevators, and the success of these enterprises has made the growth of the business certain.

Selling Georgia Corn.

It is the customary thing for the U. S. Dept. of Agri. to get a dozen or more letters each year from Georgia farmers complaining that they are having difficulty in marketing their corn.

Investigation has shown, that in many of these cases the trouble was due to the grain not being properly prepared for market, and in the remainder of the cases the trouble was due to a lack of proper handling facilities. Many farmers desire to sell their corn on the ear, without removing the husks. Some corn is sold in that way, but the demand is small. Consequently, buyers obtain corn in the husk at almost any price they offer. The bulk of the corn trade of the country is in shelled corn, there being a demand for this grain at all times.

The farmer who sells his corn in the husk has no way of telling what the true grade or value of the corn is, and the buyer will make the price low so as to be free from loss owing to poor grade. It would be to the advantage of the farmers if a shelling plant, or a grain elevator, equipped to shell, condition and handle all grain were established in each surplus community.

The Buro of Markets has seen the necessity of educating the Georgia farmers and has been conducting grain grading demonstrations at state and county fairs, farmers' meetings, and other gatherings. Farmers have shown an

increasing interest in the demonstrations, realizing it means getting more out of their corn crops.

The principal demand in the Southeast is for white corn, the various grades of white corn bringing a premium over the similar

grades of yellow and mixed corn. The greatest use white corn is put to in the South is manufacturing corn meal and grits. Mixture of colored kernels with the white, no matter how slight, affects the color of the meal and grits, with a reduction in the market value.

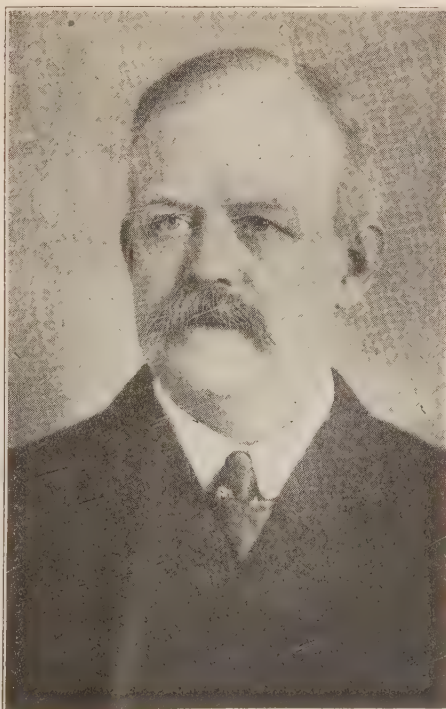
Atlanta Commercial Exchange

The idea of establishing the Atlanta Commercial Exchange was conceived about fifteen years ago, by J. H. Taylor and his brother, F. E. Taylor, now members of the Taylor Commission Co. After a few years of earnest work, persuasion and inducements, the Taylor brothers managed to perfect an organization which is now known as the Atlanta Commercial Exchange. This Exchange is not a "Grain Exchange" in the strict sense of the word, but merely a quotation-posting service and a body of men who have an eye to the future of the city's business in grain, feeds, cotton and cotton seed products. No active trading is done on the Exchange floor, but the members are at liberty to use the wire quotation received from all the leading grain, stock and cotton markets.

Officers are elected annually and committees appointed to make rules and regulations to which the members are required to comply. Legitimate and fair methods of transacting business are some of the things for which the members work, and there is no doubt that the Atlanta Commercial Exchange has helped to improve trading conditions in grain, hay, cotton and cotton seed products between the Atlanta dealers and their outside connections.

The grain branch of the Commercial Exchange has fourteen members interested in grain and feedingstuffs. Among these fourteen we find one large milling concern with a 200,000 bus elevator, two firms operating small elevators, but doing no bulk storage business, seven brokers handling a variety of merchandise from grain and feed, to wholesale groceries, while the remaining firms do a wholesale business in grain and feedingstuffs operating thru their warehouses.

The officers elected to serve during 1920 are: F. M. Inman, Pres.; J. R. Bachman, Vice-Pres.; A. P. Coles, 2nd Vice-Pres.; J. H. Taylor, 3rd Vice-Pres.; H. E. Watkins, Treas.; and J. Hope Tigner, Sec'y.



Jos. Gregg, Atlanta, Ga., Chairman Grain & Hay Com'ite.

The com'ite on Hay and Grain Arbitration consists of J. R. Bachman, Chairman, T. J. Brooke, W. J. Crosswell, E. H. Waldrop and Theo. W. Martin.

The Com'ite regulating transactions in hay and grain includes, Joseph Gregg, chairman, T. W. Martin, J. R. Bachman, W. D. Harwell and L. D. Hoppe.

The com'ite on grain and hay grades consists of the following: W. J. Crosswell, T. J. Brooke, E. H. Waldrop, Edward E. Smith, and George C. Smith.

Licensed Inspector.

A grain and hay inspector, one whose decision stands 99 times out of 100 when an appeal is called, is not the product of a week's study. A grain inspector can become proficient in a shorter length of time than can a hay inspector. In grading hay the man's practical experience and long study of the product are the factors making for efficiency. Such a man is employed by the Atlanta Commercial Exchange as Grain and Hay Inspector.

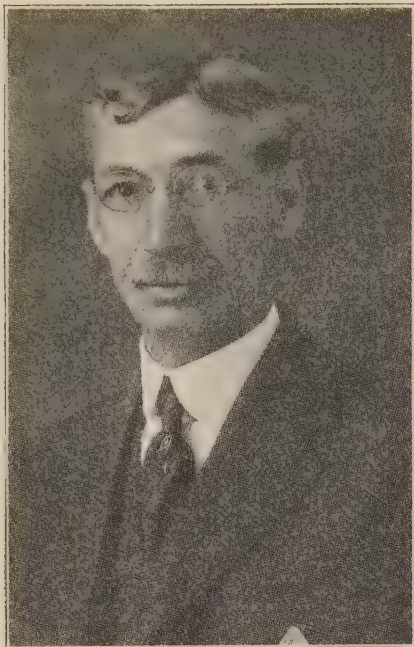
Walter R. Davis, Licensed by the U. S. Dept. of Agri. for the inspection of grain, approved by the National Hay Ass'n for grading hay, and appointed official inspector of cotton seed products for Atlanta, is a man of long experience. He began his career in Savannah as hay inspector more than thirty years ago. Savannah being a large hay receiving point, Mr. Davis had plenty of opportunity to become familiar with the various grades of hay before he was employed by the Atlanta Commercial Exchange in 1917.

The Atlanta grain and hay dealers pay the Exchange a nominal sum for inspections of their receipts, and Mr. Davis, in turn, is paid a salary by the Exchange. He is absolutely independent of the local dealers, and when a car of "pea-green" arrives, the correct grade is put on the car. Likewise, if a shipment of hay is billed "pea-green" and arrives in brown condition it is placed in the proper classification. The Atlanta dealers will swear by the grading of Mr. Davis, and rightfully so, for when appeals on his decision are called, he is invariably upheld. Mr. Davis succeeded George C. Smith in April, 1917.

Atlanta a Distributing Point.

Atlanta wholesale grain men supply feedingstuffs to a territory approximately 150 square miles. The principal feedingstuffs re-shipped from this point are oats, hay and mixed feeds. Corn is becoming a less important factor in feedingstuffs as far as the Atlanta dealers are concerned, for the state of Georgia has made remarkable strides during the past few years in raising that commodity. The state has reached the point where it furnishes home-grown corn to meet the consuming demand, and corn has practically become a negligible commercial commodity. This year, however, the demand for western corn is a little better than in 1918 and 1919, the 1919 crop having been short.

In the matter of hay, Atlanta does not handle one half the volume of business formerly conducted. The reason for this is the withdrawal of the storage in transit privilege by the Southern and L. & N. Rys about four years ago. In this matter the dealers of Atlanta feel that they have been greatly discriminated against, and a strenuous protest, with cooperative effort to restore the former privilege, has been continuously lead by the Atlanta Commercial Exchange and the Atlanta Traffic Bureau. Now that the Railways are in the hands of the private owners again, the matter will be taken up with renewed vigor.



Walter R. Davis, Atlanta's Chief Grain Inspector.

The receipts of hay in Atlanta average around 3,000 cars per year, while the actual receipts of grain for six months, ending Mar. 3, 1920 show the following number of cars received in Atlanta: Wheat, 471; corn, 95; and oats, 262. The above figures are interstate shipments, and do not include the intra-state movement of grain.

The Atlanta Milling Co.—A 200,000 bus. reinforced concrete elevator for the Atlanta Milling Co. has been built by the Burrell Eng. & Cons. Co., It is being operated in connection with the company's flour mill which has a daily capacity of 1,800 bbls. of flour and 5,000 bus. meal and grits. The company also does a wholesale business in grain, feeds and hay.

John B. Whitman, the founder of the Atlanta Milling Co., passed on early in 1920, and W. C. Mansfield succeeded him as President. Mr. Whitman organized the Sweetwater Milling Co. of Sweetwater, Tenn., in 1833, and in 1893 he established the Atlanta Milling Company. Two years later the Atlanta plant was operating on such a large basis that it was thought advisable to abandon the first mill at Sweetwater.

The 200,000 bus. elevator was opened for receiving grain April 1, 1920. This elevator is one of the most modern in the South, and has thirty bins with a capacity of 6,600 bus. each. The plant has two receiving legs each with 2,000 bus. hourly capacity, one 2,000 bus. Howe Hopper Scale, an automatic scale for weighing wheat transferred from elevator to mill. A conveyor belt runs beneath the double receiving tracks and conveys grain to the elevator boots. Another conveyor belt is used to convey grain from the elevator to mill. Other equipment used in the elevator includes motors, Invincible cleaner, power shovels and Howe Track Scales. In the mill proper, the equipment is of the latest modern type. The cleaning machinery includes Two Monitor Scourers, an oats separator, two four-in-one scourers and tempering bins. The storage warehouse contains ten packers, is being enlarged to enable 20 packers to work in hope of packing the day's output in 8 hours. The mill is run partially by electricity and partially by steam.

The present officers of the firm are: W. C. Mansfield, Pres.; C. N. Dannals, Vice-Pres.; J. R. Bachman, Sec'y; and E. S. Mansfield, Treas. The principal brand of flour advertised is the "Capitola," and the self-rising brand is Miss Dixie. A specialty is made of mill feed, meal and grits.

W. L. Fain Grain Co.—The W. L. Fain Grain Co. is a wholesale dealer in stock feeds, grain seeds and flour, handling all kinds of grain and mixed feed and supplying the territory contingent to Atlanta. W. L. Fain entered the grain business in 1881, and the present firm was incorporated in 1914. Mr. Fain having passed away some time previous. The present officers of the firm are: Ed Dunlap, Pres.; Luther H. Stringer, Vice-Pres.; and W. J. Crosswell, Sec'y-Treas. and Manager. The plant is located on the N. C. & St. L. Ry tracks, and operates a receiving elevator with a capacity of 20,000 bus. bulk grain. One Invincible Cleaner is used. Grain is sacked from bins, for reshipment.

T. H. Brooke & Co.—W. S. Duncan, for

many years a leading grain dealer in Atlanta, sold his interests to T. H. Brooke & Co., who now operate the warehouse and bulk receiving elevator on the L. & N. tracks, doing a wholesale grain, mixed feed, hay and flour business. The firm is incorporated and owned by T. H. Brooke, Pres. and Manager, and the estate of J. H. Brooke. The three story warehouse and 10,000 bus. bin. elevator was destroyed by fire July 7, and will be rebuilt as soon as possible.

Waldrop-Estes Grain Co.—When W. S. Duncan retired from business, selling out his interests to the T. H. Brooke & Co., the Duncan organization, minus Mr. Duncan, opened what is now known as the Waldrop-Estes Grain Co. The company was organized in September of 1919 and is doing a general wholesale grain, feed, hay and flour business. Its warehouse with a 100-car load capacity is located on the N. C. & St. L. Ry. and served by the other lines entering Atlanta.

The Southern Flour and Grain Co., A. C. Woolley & Co. and the Alco Feed Mills also do a wholesale grain and feed business, the latter firm manufacturing its own line of feeds.

ATLANTA BROKERAGE FIRMS.

Seven Atlanta Brokerage firms are also members of the Atlanta Commercial Exchange. Many points thruout the South have their Brokers Ass'ns which co-operate more or less with the jobbers of the town, but the Atlanta brokerage firms have been invited to keep in closer touch with the jobbers by becoming members of their organization.

Jos. Gregg & Son have been in the brokerage business in Atlanta for more than seventeen years, and have specialized in grain and hay. Mr. Jos. Gregg, Sr., was formerly a Northern grain man and is therefore able to look at the Atlanta grain trade from both the view point of the shipper and the receiver.

Theo. W. Martin has been specializing in flour brokerage business, also doing a grain, hay and feed business. He represents numerous reputable shippers in the North and West and has had a long and successful record at Atlanta.

E. E. Smith, grain, feedingsuffs and flour broker, does not confine his business to the city of Atlanta but also works the jobbing trade of North and middle Georgia. Mr. Smith entered the brokerage business here in 1904.

John T. Leonard & Sons have recently appointed W. P. King manager of their Atlanta office. Besides doing a brokerage business in wholesale groceries, this office conducts a jobbing trade quoting grain, hay and feeds for Northern shippers.

Smith & Head is composed of Geo. C. Smith, former Atlanta inspector, a man of 10 years' brokerage experience, and Mr. Head, who has been in the brokerage business for eight years. The partnership was formed three years ago and is doing a flour grain, hay, feed and cotton seed product brokerage business.

Wm. D. Harwell, J. J. Russell and R. E. Deans are the other brokers who are members of the Commercial Exchange and doing a grain and feed brokerage business.

Taylor Commission Co.—The cotton seed

product business is yearly growing in importance as a factor in the feedingsuffs trade. The Taylor Commission Co., composed of J. H. Taylor and F. E. Taylor, organizers of the Atlanta Commercial Exchange, is doing a wholesale commission business in cotton seed meal, hulls and fertilizer material, making a specialty of catering to the mixed feed manufacturers. The firm has been in business for more than fifteen years, and has had a remarkable growth. Mr. Taylor, the senior partner, is frank in attributing the success of his firm primarily to advertising, and is proud of the fact that the first year, working with a capital stock of \$10,000 they spent \$5,000 for advertising.

Besides the members of the Commercial Exchange there are other firms in Atlanta doing a wholesale business in grain, and some of the city's wholesale grocery firms handle a limited amount of grain and mixed feeds.

The field seed business of the Atlanta territory is covered by Everett Seed Co. and H. G. Hastings.

Moultrie Market for Farmer.

Moultrie is located in a rich agricultural section of Georgia, and is one of the Southern towns progressive enuf to be equipped to handle grain and feedingsuffs crops from the farmers' wagons thru elevators. Two elevators are located at this point and one community mill for grinding local corn and wheat is also doing a good business.

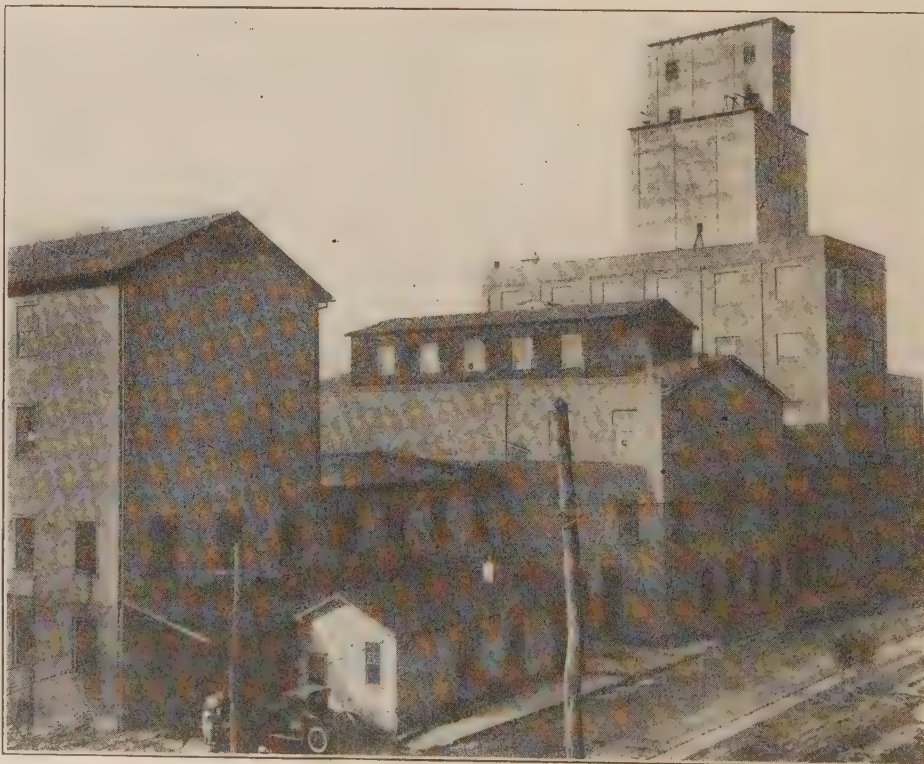
The Moultrie Mill & Elevator Co. was built by W. L. Brandon and is equipped to receive, shuck, shell and ship out the farmers' surplus crops of corn. Velvet beans, peanuts and cotton seed can also be handled thru the elevator. The building is of frame construction covered with asbestos. The Western Line of equipment has been installed thruout. Invincible Cleaner and Richardson Automatic Scales are used. The plant is run by a 50 h.p. oil engine. A small mixed feed plant grinds corn, velvet beans and hay, making a well balanced ration. A line of well-known feeds will soon be taken on as a side-line for the elevator. The officers of the firm are: W. J. Matthews, Pres., E. M. Tharpe, Vice-Pres., and S. H. Matthews, Sec'y and Treas.

The other elevator of the town is similar in size, but not so well equipped. This plant has been operated by Joe J. Battle, but Mr. Battle recently decided to return to his farm near Moultrie and has placed the plant on the market.

A. J. Delay operates a 25 bbl. Midget Marvel Mill day and night to meet the demand for flour. He also has a corn meal mill for grinding local corn. One combined peanut and velvet bean sheller and two peanut shellers are operated. A pearl meal mill will be installed as soon as the plant can be enlarged.

Three wholesale grocery firms do some business in grain and feeds at this point.

PRESENT exportable flax surplus in Argentine is 396,227 tons.



Modern Flour Mills, Macon, Ga.

Macon--The Central City

Macon is rightfully claimant to the title of "Central City of Georgia," for the town is only four miles from the actual geographical center of the state. Location is an important thing for a grain jobbing town, and in this respect the city of Macon has a decided advantage over other distributing points in Georgia. The Macon wholesale grocery and grain jobbers cover a larger territory in Georgia than any other jobbing point in the state. Atlanta, of course, is a larger distributing point, but its territory is not confined to Georgia. Macon is also one of the milling centers of the state, having three milling plants, one a flour mill, one a large corn meal mill and the third a mixed feed mill. The grain consumed by these three plants is considerable, for their daily output reaches a high mark.

The city is the center of a net-work of six trunk lines, radiating in all directions, and greatly facilitating the movement of grain to the city, as well as reshipping the mill products. The trunk lines serving the point are the Southern Railroad, Central of Georgia, Georgia Railroad, Georgia Southern & Florida, Macon, Dublin and Savannah and the Macon & Birmingham.

Altho the three milling plants of the town are consuming an ever-increasing amount of grain, the volume of grain handled by the wholesale grocery firms has continually fallen off during the past ten years. Those who once bought, on an average, one car of corn per day, now handle one car per month or less. The trade in oats has held its own, but is gradually giving way to the ever-increasing amount of mixed feeds, both dry and sweet, that have had such a phenomenal rise in popularity. This increase in the mixed feed business is partially responsible for the decrease in the amount of corn business, but the principal reason for the reduction in the corn receipts is the great corn raising move-

ment that has spread over the state since the arrival of the boll weevil. One flour mill consumes practically all of the wheat entering Macon, while the bulk of the corn receipts are passed on to the corn mill situated twenty-three miles from the town.

Regardless of the reduction in the jobbers' receipts of corn and oats, the feedingstuffs business of Macon was never larger. A conservative estimate would be ten cars of mixed feed to one of oats, consumed or reshipped from this point. Not only do the wholesale grocery firms buy mixed feeds in large quantities but the semi-jobbers and even the retail merchants buy sweet feeds in car lots. Practically every general store selling the farmer trade has built up a nice business in this variety of feedingstuffs.

Macon Grain Plants.—The Modern Flour Mills operate a 1,000 bbl. mill and a 100,000 bus. modern concrete elevator. The self-rising plant in connection will turn out 3,500 bbls. daily, while the millfeed and offal is sold to the local wholesale dealers. The company was organized in 1913 with a small mill, the capacity having been increased several times. The last addition to the plant was the 100,000 bus. reinforced concrete elevator, built by the Burrell Eng. and Cons. Co. and opened to receive grain in January. The elevator has one receiving leg and is built on the tall and narrow style, affording rapid gravity handling. The house has ten bins and Richardson Automatic Scales. All machinery is electrically operated.

The machinery in the new mill is of latest design. The mill draws its grain from the winter wheat belt, but buys Tennessee or local wheat when available. With the milling in transit privilege at Macon, the mill can sell its products to advantage in Southern Alabama, all of Georgia, Florida and South Carolina, and in certain sections of North Carolina.

The officers of the company are J. S. Birdsey, Pres.; A. B. Birdsey, Vice-Pres.; and Ralph T. Birdsey, Sec'y and Treas. The special brands are "Birdsey's Best" and "Gold Seal" in plain flours, and "Twilight" and "Stag" in Self-Rising flour.

Juliette Milling Co.—The Juliette Milling Co. is often spoken of as the largest corn meal mill in the world. This mill is located at Juliette, Ga., about 23 miles from Macon, but the administration offices are located at the latter place. The plant is run by water power entirely and manufactures only the old style rock ground meal having a grinding capacity of 5,000 bus. daily. The plant consists of a main mill in a wooden frame building with a total grain storage capacity of 50,000 bus. and is situated on the banks of the swift Ocmulgee River. The side track facilities will accommodate 25 cars. One annex metal grain storage tank will hold 15,000 bus. The plant is equipped with Monarch machinery, including 26 sets of French burr stones. The mill has been operated for fifteen years, the partners of the company being S. R. Jaques, J. N. Birch and S. R. Jaques, Jr. The corn milled is drawn locally and from points North and West, and the corn meal and grits are shipped on the milling in transit privilege. On local corn ground, the milling in transit privilege is not granted. "Riverside Meal" is the firm's specialty.

National Milling Co.—One of the largest mixed feed mills in the South, the National Milling Co., is located at Macon. This mill has a daily capacity of 400 tons of mixed feeds on a ten hour run. Twelve years ago the company started a small feed mill with a daily capacity of ten tons. The plant has been enlarged, improved, overhauled and rebuilt five times and stands ready to serve an ever increasing demand for feeds. The remarkable growth of this plant is indicative of the growth in the use of mixed feeds for all kinds of stock. The grain used cannot be bought locally, for the supply is limited, so most of it is procured from markets North and West. The distribution of the feeds is generally South and East of Macon, the plant enjoying the milling in transit privilege.

H. V. Arnett, manager, designed the mixing machinery for the last mill built and the machinery was supplied by Sprout, Waldron & Co., and Bauer Bros. The company owns thirty tank cars which are used to bring molasses from New Orleans and Mobile.

The plant consists of the mill building proper, which has a 100,000 bus. elevator in connection, and three warehouses, with a total storage capacity of 600 cars of sacked feed or hay. The buildings are all of brick construction, with the exception of one iron-clad warehouse. The six annex storage tanks are metal. Trackage for eight cars has been provided. A track scale weighs the receipts, but is checked by Richardson Automatic Scale in the head-house. The officers of the firm are A. Block, Pres.;

C. J. Shepard, Sec'y and Treas., and H. V. Arnett, manager. Their salesmen cover the states of Georgia, Florida, Alabama and the Carolinas.

MACON BROKERS ASSOCIATION.

The membership of the Macon Merchandise Brokers Ass'n numbers twelve, and comprises practically all the leading brokers of the city. The Ass'n is affiliated with the Wholesale Grocers and Allied lines of the town.

In speaking on reasons for organizing, Mr. Middlebrooks, pres. of the Ass'n, said: "The object of our association is to bring the merchandise brokers of Macon closer together. We felt that we could handle matters with the jobbers in a better way if organized. We wanted the closer cooperation of the wholesale grocers of the city, and they needed our cooperation. We wish to emphasize the fact that the broker affords the cheapest means of marketing bulk shipments, whether they be grain, feed, hay, canned goods, flour, or any other commodity handled by the wholesale grocers. We are striving to place the brokerage business on a higher level."

All of the members of the brokers association do not handle grain and feedingstuffs, several of them specializing on heavy groceries and do not attempt to sell any grain or feeds. The following are members of the Ass'n:

Middlebrooks Bros., established in 1902, do not confine their activities to Macon but handle grain, feed and flour accounts for Northern shippers, selling the products in three counties surrounding the city.

W. C. Dorsett Co. is under the management of W. C. Dorsett, Sec'y of the Brokers Ass'n. The company specialize in grain and feedingstuffs, but handle grocery accounts as well. Mr. Dorsett has invented a mixed and prepared flour for baking cake. Adding water only to the flour prepares it for baking. A mixing plant is maintained at Macon which will have to be enlarged soon owing to the increased demand for the flour.

Pitner, Beusse & Morgan, altho affiliated with Pitner & Beusse of Athens, Ga., and Greenville, S. C., is not a branch office, Mr. Morgan being a partner only in the Macon business. The firm deals in grain, feedingstuffs and merchandise of all kinds, having two traveling men covering the state of Georgia.

C. R. McCord has been specializing in the flour brokerage business for many years, and represents some leading flour accounts. He also does a brokerage business in grain and feeds as well as heavy groceries.

D. L. McCrae is among the oldest brokers of the town, having a long and successful record. He is giving the grain and feed line of his business most of his time.

James J. Mott is in charge of a merchandise brokerage business. Mr. Mott was connected with Bonacker Bros. of Tampa for eleven years



Modern Mill's Elevator, Macon, Ga.



W. J. Hollingsworth, Pres. Augusta, Ga., Brokers Ass'n.

and three years ago took over the management of the Macon office of Edmund B. Quinby. In May he entered business on his own account.

Ruan & Co. and H. R. Stromer do some grain brokerage business, while D. W. Hill & Co., C. M. Fulghum Brokerage Co., Middle Georgia Brokerage Co., and Ouzts, Mitchell & Corbin are exclusive grocery and produce brokers.

GROCERY JOBBERS.

Macon has nine grocery jobbers, all of whom handle grain or mixed feeds, or both. The larger part of their buying is done thru the Macon brokerage firms, the jobbers having realized it is more profitable in the long run to pay the small brokerage fee than to attempt to wire for quotations direct. The jobber who believes he is saving when he wires three grain shippers for a price, and then accepts the lowest, is generally mistaken, for after he has obtained his three quotations at the expense of wiring, he might have bought his grain a great deal more cheaply if he had phoned five or six brokers, all of whom would have three or four quotations to offer. The jobbers of Macon handle their grain thru warehouses, the shipments arriving in sacks. In some instances where the jobbers have large orders to fill they order drop-shipments of grain and thereby avoid the rehandling and reshipping charges.

The Macon jobbers are: Jaques and Tinsley Co., A. B. Small Co., Jones Grocery Co., Cox & Campbell Co., A. J. Long Cigar & Grocery Co., Adams Bros., Adams Grocery Co., Macon Grocery Co., Bibb Grocery Co. There are three semi-jobbers (retailers and wholesalers), Merritt & Co., H. T. Adams Co., and Kingman & Everett. Kingman & Everett operate the Georgia Seed Store, dealing in all kinds of garden and field seeds. That firm is successor to J. A. Flournoy.

H. L. Barfield operates a small feed mixing plant in connection with his semi-jobbing business in grain and feedstuffs.

Brunswick's Grain Trade.

Brunswick, Georgia's Second Port, is not favorably situated to become a large grain and feedstuff jobbing town, but this point does supply a large jobbing demand for these commodities in a territory extending fifty to seventy miles North, West and South. The greatest volume of trade, however, is found in the surrounding towns within a twenty-five mile radius. The railroads serving this port are the Atlantic Coast Line, the Southern and the Atlanta, Birmingham and Atlantic. By means of these roads the shipments of feedstuffs from practically all the markets supplying the Southeastern trade can easily reach Brunswick. The town has the advantage of the water rates, and thus allowing jobbers to have considerable back haul into the interior of Georgia and still compete with other Georgia markets. The greatest competition the Brunswick jobbers have to contend with comes from Jacksonville on the South and West, and Savannah on the North. The volume of grain and feeds received at this point is smaller than ten years ago. Oats is still received in goodly amounts, but corn receipts have dropped off to practically nothing. Mixed feed has had a corresponding increase in receipts, while the amount of hay received is slightly smaller than in former years.

The six jobbing firms of Brunswick do practically all their buying from Northern and Western shippers, who are represented on the market by a reliable broker. The jobbers of the town doing some grain and feed business are Lott-Lewis Co., The Downing Co., J. J. Lissner, B. Borchardt Co., and Lazarus & Findley. Six brokerage firms are operating at this point and they represent shippers from all Ohio River points, Illinois, Indiana and Missouri.

Fleming Brokerage Co. has been operating in grain, feeds and heavy groceries on a brokerage basis in Brunswick for many years. Wm. H. Parker recently took charge of the grain and feed department and P. W. Fleming devotes his attention to the other commodities handled.

C. A. Taylor has been a broker at Brunswick since 1894—twenty-six years under the same firm name. He handles grain, hay, feed, provisions and meat accounts.

C. D. Ogg, altho still engaged in the brokerage business, no longer takes the active end, having secured the services of R. H. Martin, an experienced grain man, to handle the accounts. Mr. Martin has been connected with Mr. Ogg in the brokerage business since 1916.

Malcolm B. McKinnon, specializing in grain, feeds and provisions, and operating exclusively on a brokerage basis, has built up an active business for the shippers he represents. He has been in the brokerage business since 1905.

W. A. Jeter is owner and manager of the Jeter Brokerage Co., serving the local jobbing trade with grain, feedstuffs and groceries. His offices are in the A. B. & A. Ry. building.

McDonald Harley is the most recent addition to the Brunswick brokers' list. His business has been under way less than one year, but he has managed to make connections with some reliable shippers, selling the jobbers of Brunswick and nearby towns.

Augusta a Large Jobbing Point

Augusta is situated on the Savannah River about 125 miles from the Atlantic Coast, and is one of the state's leading jobbing points. This city not only serves a large territory in eastern Georgia but covers a good part of South Carolina as well. Altho the town has no exclusive grain firms, there are nineteen wholesale grocery firms all of whom handle grain, mixed feeds and hay and the majority do a reshipping business in these commodities. One flour and corn mill is located here and a strongly organized wholesale brokers' ass'n with nineteen members, ten of them handling feedstuffs on the brokerage basis.

Augusta's transportation facilities are excellent, there being seven trunk lines serving the market. These lines are the Georgia Railroad, Central of Georgia, Atlantic Coast Line, Georgia & Florida, Southern, Augusta Southern and C. & W. C. Ry. No grain or feed is transported by water at this point, altho the river is navigable.

Stocks of grain are drawn from Northern and Western points, and some corn from local points. All the buying in this market is done thru the brokerage firms specializing in grain and members of the Augusta Wholesale Brokers Ass'n. The Ass'n has recognized the advantage of having a licensed grain inspector and is endeavoring to locate a man for the position.

WHOLESALE BROKERS ASS'N.

The wholesale brokers of Augusta have followed the lead of other large jobbing towns in the South and organized their Brokers Ass'n. This organization was modeled after the Jacksonville Wholesale Brokers Ass'n, using its by-laws, objects and purposes with slight modifications. The first meeting was held in October, 1919, and it was then decided to form the Ass'n. The formal organization came at the December meeting, and the following officers were elected to serve during 1920: W. J. Hollingsworth, Pres.; J. Henry Meyer, Vice-Pres.; P. F. Robinson, Sec'y, and F. W. Coffin, Treas. The Advisory Board consists of Alexander Cranston, chairman, J. L. Barksdale and Emory Williamson.

The association is young and the membership large, but it is expected that some members will be ruled out, for the by-laws state that no broker is to quote the retail trade. The broker who tries to secure an account

already represented in Augusta will also be ruled out as undesirable. The laws and regulations of the ass'n are designed to secure at all times justice to the buyer and seller and protection for the broker. Matters of interest to all the brokers are discussed at meetings and plans laid for correcting faults or settling grievances. There is no doubt that the Ass'n is doing a good work and that its rules and regulations will be a help to the man shipping grain and feed into the Augusta territory, as well as to the buyers and the brokers themselves.

The members of the Ass'n dealing in grain, feeds and hay on a brokerage basis are:

Alexander Cranston & Co., in the brokerage business 35 years at Augusta, owned and managed by Mr. Cranston, conducts a brokerage business in grain, feed, flour, corn meal, hay, provisions, bran, shorts and sweet feeds. He devotes little of his time to heavy groceries.

H. S. Dunbar & Co., with offices in the Montgomery Bldg., is successor to the firm of Dunbar & Eve. Mr. Dunbar's son is associated with him in the business and they handle a number of reputable grain, feed and flour accounts as well as doing a good brokerage business in canned goods and heavy groceries.

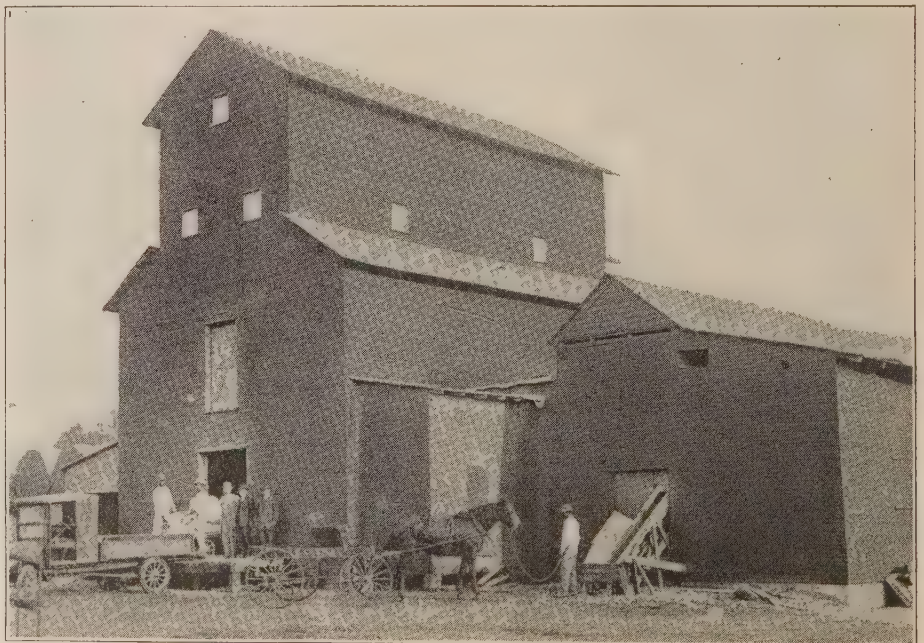
H. C. Eve & Co. does a general brokerage business in merchandise, grain and grain products. The partners in the firm are H. C. Eve and F. H. Timberlake. The partnership was formed in 1899.

H. W. Fletcher & Co. bought out the Augusta branch of T. S. Southgate & Co., in June, 1916. Mr. Fletcher operated the firm until Apr. 1, 1920, when he took into partnership with him F. W. Thelling and B. R. Tracey. They operate on a strictly brokerage basis. The lines handled are grain, hay, flour feeds, dried fruits and canned goods.

O. W. Hinson operates a merchandise brokerage and distributing firm. His office and warehouse are located at 220 Lamar street. He conducts a strictly brokerage business in grain and grain products, but the warehouse is used for carrying stocks of grocery sundries.

P. F. Robinson Co. succeeded Marion Jones Co. last April. Mr. Robinson had been manager of the Marion Jones Co. organized 1913, since the death of Mr. Jones. The brokerage business will be conducted the same as usual, and there is no change in the personnel of the firm. Grain, feeds, hay, flour and groceries are handled on the brokerage basis and sold in the Augusta territory.

Lamb & Hollingsworth, merchandise brokers, established in 1883 succeeded Lamb & Co. and Dunbar & Co. The partners in the firm are Harold Lamb and W. J. Hollingsworth. Mr. Hollingsworth, who is the active manager of the business, is President of the Augusta Wholesale Brokers Ass'n and was formerly a director of the Grain Dealers Nat'l Ass'n. The firm does a brokerage business in flour, grain, feed and provisions.



W. H. Burch & Sons Elevator and Corn Mill at Thomasville, Ga.



Dan Joseph's Warehouse and Sacking Plant, Columbus, Ga.

E. C. Martin does a brokerage business in grain and feedstuffs handling northern shippers' accounts and quoting the local jobbing trade. Mr. Martin's son is connected with the business.

J. C. Matthews & Co. have specialized in feedstuffs for several years.

W. C. Pollard does a general brokerage business.

Clark Milling Co.—The only grain plant in

Augusta is the Clark Milling Co. millers of wheat flour, corn meal and grits. It deals in bran, shorts, feeds and grain.

The plant consists of a 50,000 bus. elevator and a 250 bbl. flour mill in the one brick structure. The corn milling capacity is 1,500 bus. daily. The plant is driven by water-power from the first level of the Augusta Dam from the Savannah River. The elevator has eighteen storage bins, one leg, Howe Hopper Scale, Invincible Cleaner spiral conveyors above and below bins. Barnard & Leas completely furnished the machinery and remodeled the building in 1914.

The mill was built in 1847, and has been handed down thru two generations. John M. Clark, the organizer, died in 1898, and was succeeded by A. K. Clark, who has also passed away. The present officers of the firm are J. C. Dempsey, Pres.; P. E. May, Vice-Pres., and P. H. Dunbar, Sec'y, Treas. and Gen'l Manager.

N. L. Willet Seed Co.—This firm is classed as a scientific seed firm rather than a commercial houses for it has exploited many new

types of seeds. It claims the destination of putting Fulghum oats on the map. It introduced Abruzzi Rye and Brown Top Millet in the South. It specializes in cotton seeds, cow peas, velvet beans, soy beans, peanuts, corns, sorghums and millets.

Jobbing Firms.—The wholesale grocery firms doing a car-lot business in grain and feeding-stuffs in larger or smaller quantities are: Arrington Bros. & Co., Augusta Grocery Co., R. J. Bates & Co., Baxley & Wates, J. T. Bothwell Grocery Co., W. B. Brigham & Son, Bussey & Carswell, Carr Lee Grocery Co., Hill Audley & Co., Lyon, Merritt & Co., Merchants Wholesale Grocery Co., Morris Bell McAuliffe Co., Murphy & Co., T. C. Pund & Co., Stacher & Nixon, Smith Bros., C. S. Smith, Southern Grocery Co. and B. C. Wall.

Columbus a Milling Town.

Columbus is located a little below the middle of Georgia on the Chattahoochee River, which is the western boundary of the state. For this reason it has become a great gateway to Georgia for products shipped from Western states. The railroad facilities are excellent and the grain and milling trade of the town covers a wide territory in Alabama as well as in Georgia. Two large mills are located here, one exclusive grain and feed firm operating on both brokerage and com-

mission basis, and four brokerage firms, dealing in grain, hay, feeds and flour as well as wholesale groceries. The grocery jobbers of the town do a reshipping business in grain and feeds in a limited way.

The establishment of Camp Benning, on a 140,000 acre tract recently purchased by the Government, has not only added to the population and retail trade of the town, but has also increased the local demand for feeding-stuffs for horse and mule. The camp is already training whole divisions and naturally the local dealers supply the camp's wants in the feed line.

The City Mills, manufacturers of winter wheat flour, and water ground grits and corn meal, operate a large milling plant on the banks of the Chattahoochee River. The mill, with its two elevators, is run by water power. The flour mill has a daily output of 500 bbls., while 8,000 bus. of meal are ground. The firm is incorporated for \$100,000 and the officers are S. A. Pearce, Pres. and Gen'l Manager, and C. D. Hunt, Sec'y and Treas. The mill has been at the same location since before the Civil War. A reinforced concrete elevator was added to the plant in 1914. The plant consists of main mill building and four story warehouse, both of brick construction. Adjoining the warehouse and directly opposite the mill is the old frame elevator and the new concrete elevator. Grain is spouted from these to the mill. A corn shucking and shelling plant is in readiness to receive local corn. This mill has such a great surplus of power it is selling electric current to small towns in Alabama.

The Empire Mills.—A 300 bbl. flour mill and 3,000 bus. corn meal mill is operated by the Empire Mills Co. It has a modern concrete elevator in connection with the mill with a capacity of 50,000 bus. The plant is operated by electricity. Grain is spouted from the elevator to the mill where it is ground, packed and conveyed to the shipping warehouse. The plant is well arranged for time and labor-saving. The corn shelling plant is located between the elevator and the mill. The mill building is of brick construction and the storage room available will take care of 5,000 bbls. flour. The old mill was built in 1859 and the new plant erected in 1915. The officers are F. A. Heard, Pres., W. T. Heard, Treas., and M. M. Murphy, Sec'y.

Dan Joseph has a grain sacking plant with an elevator of 10,000 bus. capacity. The warehouse in connection will hold some fifty cars of commodities. A few years ago Mr. Joseph created a sensation at one of the Grain Dealers National Ass'n meetings by introducing a new feedingstuff—the Velvet Bean. It was then that he became known as the "Velvet Bean Pusher" and the name has stuck to him, as well as a good trade in Velvet Beans and Velvet Bean meal. This bean is one of the South's best feedingstuff crops and has high protein value. It is used for mixing in sweet feeds.

The firm receives grain either sacked or bulk, but the bulk receipts are sacked upon arrival by means of the elevator and sacking machines. The commodities handled are grain, feeds, hay and grain products, velvet bean and peanut meal. Mr. Joseph recently added a line of heavy wholesale groceries. The company has been in business since 1885 and was incorporated in 1904. The plant is located on the Central of Ga., Southern and Seaboard Air Line Railways. He does business on the brokerage, commission and storage basis.



City Mills, Columbus, Ga.

Two exclusive brokerage firms handle accounts from all parts of the country in grain, hay, feeds and groceries. Dexter & Hamburger have been in the brokerage business at Columbus for many years and do not confine their selling to the city alone, but cover a wide territory tributary to Columbus.

L. C. Watkins, the other strictly brokerage firm, having built up a good business in grocery lines, is now turning his attention to grain and feedstuffs.

Two other brokerage firms are carrying stocks of groceries and feeds in their warehouse. They are Honour & Wellbourn and W. H. Crawford & Co.

Thomasville Grain Trade.

Thomasville, Ga., possesses one elevator for receiving grain from farmers, one corn meal mill, a brokerage firm specializing on grain and feedstuffs, and several grocery jobbers handling grain and feeds. The receipts of local corn are divided between the elevator and the corn meal mill. The elevator takes the majority of the velvet beans and the wholesale grocery firms buy mixed feeds, hay and oats from Northern and Western shippers. Most of the buying from outside points is done thru the one brokerage firm of the town.

Thomasville Elevator Co. is owned by W. A. Pringle, Pres., Jas F. Evans, Sec'y and Treas., and Geo. W. McRory, manager. The elevator has a capacity of 12,000 bus. and is located on the A. B. & A. and the Atlantic Coast Line Rys. The plant is equipped with sheller and shucker, wagon scales, one elevating leg, Richardson Automatic Scales, Hall Distributor, sealed fumigating bin for killing weevil, three Westinghouse Motors, Burr mill, velvet bean sheller and Invincible Cleaner. One warehouse is provided for velvet beans and one for shucks blown from shucking machine and later baled. The warehouses will hold 25 carloads. The plant also has a corn meal and grits mill. Handling peanuts forms a large part of the business.

W. H. Burch & Son operate a large corn meal mill, with an 18,000 bus. elevator in connection. This year they have been forced to buy corn from Cairo, St. Louis and Louisville, but for four seasons past they have been able to get all the corn necessary from local territory. Two reasons for this change are, first, the erection of the Thomasville Elevator, which has taken some corn, and, second, the general shortage of that crop during the 1919 season. This mill has been operated for thirty years, and Mr. Burch now has associated with him two sons. They also operate a retail supply store.

South Georgia Brokerage Co., owned and operated by T. F. Crawford, does an extensive business in local farm products shipping to other sections, as well as handling such commodities as oats, mixed feeds, hay and canned goods, needed by the wholesale grocery firms. Mr. Crawford has a potato warehouse and velvet bean mill. His brokerage business is not confined to Thomasville, as he sells the surrounding towns.

F. B. Harris Co., who formerly handled grain and feedstuffs exclusively, has recently taken on a line of heavy groceries. Three wholesale grocery firms in Thomasville handle some grain and feeds.

Dublin, Ga., Dealers.

Farmers Co-operative Elevator.—The first in the Southeast, is now being operated at Dublin, Ga., by the Farmers Co-operative Ass'n. This is an innovation in the marketing methods of the Southeastern States, and the activities of this company during the ensuing months will be closely watched by farmers in other Southern states. They are making plans and have secured land, adjoining the elevator on the river banks, for building stock yards and a bonded cotton warehouse, which will be followed in due time by a fertilizer plant and a river steamer, all owned and operated by the Farmers Ass'n.

The boll weevil had killed cotton crop prospects, so the Chamber of Commerce deemed watermelons a logical crop for shipment, quick returns and good profits to the farmers. The watermelon plan was tried three years ago and was a failure. Two years ago farmers were urged to raise peanuts and they did, not only around Dublin but all thru the State. Dublin proved a poor market for peanuts and most of them were fed to the hogs. Dr. C. H. Kittrell and his associates did not give up hope, but continued the search for a crop that would have a ready market at all times and one that was not perishable. The building of a grain elevator was taken up with the Chamber of Commerce, but the members looked upon it with disfavor. However, the farmers decided to build. The idea of shucking, shelling, cleaning and loading corn into a box car in the course of ten minutes' time or less appealed to the farmer, who heretofore had always been able to grow plenty of corn, but had no market for it.

W. L. Brandon, builder of the majority of the country elevators in the Southeast, was secured to erect a 30,000 bus. elevator. No expense was spared to get the best in up-to-date

equipment, and the plant is now receiving grain from farmers' wagons, shucking, shelling and cleaning it, and getting a good price for carlot shipments to Georgia mills. Work on a corn meal and mixed feed mill will be commenced immediately, the mill building to adjoin the elevator.

The elevator machinery includes shuck sheller, shuck separator, gyrating cleaner of the Western Line, and two elevator legs, one using 10-inch and the other 15-inch buckets. Richardson Automatic Scales do the weighing and the plant is driven by one 50 h.p. Fairbanks-Morse Motor. The commodities handled are corn, velvet beans, peanuts and cotton seed, all of which can be fed direct to box cars by gravity from the eleven bins, or will be spouted to the mill for grinding into feed. The elevator is of cribbed construction and iron clad. Shucks are blown to a building 100 feet away, where they are baled and sold, the demand for this commodity for feeding now exceeding the supply.

The officers of the Ass'n are C. H. Kittrell, Pres.; R. H. Towns, Vice-Pres.; C. F. Parker, Sec'y. T. J. Dixon and R. T. Green, together with the officers, form the Board of Directors. F. T. Bridges is general manager, C. E. Adams in charge of the retail store, and R. L. Moore superintendent of the elevator.

J. T. Pope owns and manages a 125 bbl. flour mill and a corn meal mill grinding 200 bus. daily. Mr. Pope has bought only local corn for four years, but last season he purchased corn from St. Louis and Memphis owing to the shortage in the local crop.

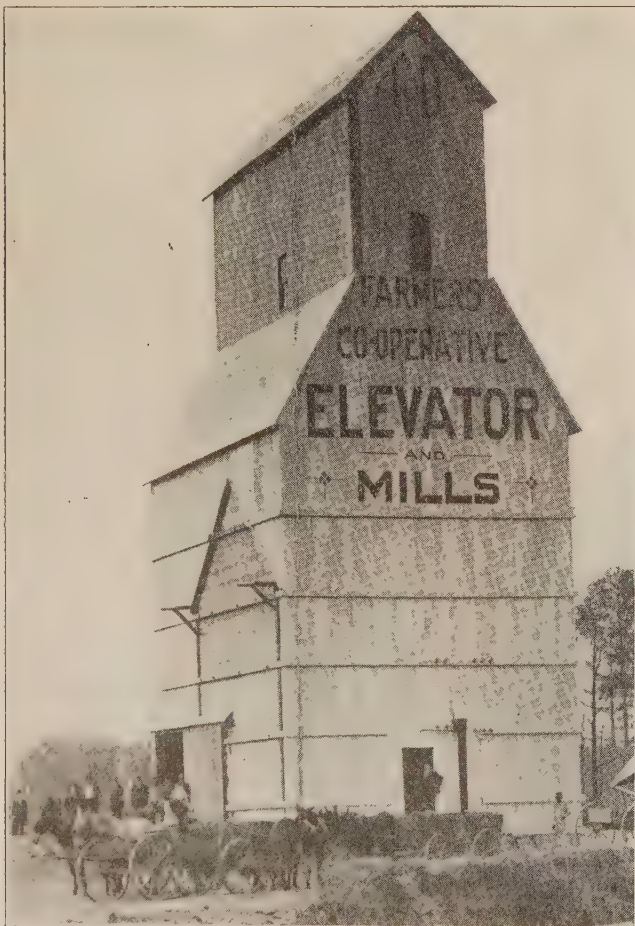
O. L. Chivers Grain Co. do a wholesale and retail grain business, dealing in grains, mixed feeds, corn meal, flour and hay. This firm succeeded Black-Chivers Grain Co. more than two years ago.

Geo. Walker Grain Co. do a semi-jobbing business in grain and grain products, handling all their commodities thru a warehouse.

D. S. Brandon, wholesale grocery firm, recently lost their grain elevator operated under the name of Oconee Grain and Milling Co., by fire. No effort has been made to replace the plant.

Cochran-Smith Grain and Grocery Co., as the name implies, do a general grain and grocery business operating as semi-jobbers.

Brokerage firms: J. W. Barton, A. W. Baum, R. T. Peacock and C. L. Walker all do a merchandise and grain brokerage business, representing grain, feed, flour, hay and grocery shippers in all parts of the country and selling their products to the jobbers of Dublin and surrounding territory on a brokerage basis.



Laurens County Co-operative Elevator at Dublin, Ga.



Thomasville (Ga.) Elevator Co.'s Plant.

Port of Savannah.

Savannah is Georgia's leading seaport. The town has taken the lead among the South Atlantic ports in the matter of exports. Its exports for the year ending June 30, 1919, amounted to \$132,428,322, while for eight months during the present fiscal year the exports have amounted to \$191,211,650. Cotton, of course, is the port's leading export commodity and it is a very rare thing for a cargo of corn or oats to clear the harbor. Occasional shipments are made to Cuba, but the port does enjoy a good volume of export business in flour, corn meal and feedstuffs. The amount of flour to clear the port during the last fiscal year was 723,159 bbls., while the amount of corn meal exported during the same period was 4,868 bbls. During the war the French Government used Savannah as its base for all supplies bought in America. Hundreds of schooners owned by the French government brought flour from the Pacific Coast around to Savannah, via the Panama Canal. These schooners were then rigged with auxiliary engines for the voyage across the ocean, or they would unload their cargo for shipment on steamers.

Cotton seed products for feeding purposes constitute a large part of the yearly exports of Savannah. During the fiscal year ending June 30, 1919, the exports of these commodities were: Cotton seed meal, 44,929,100 lbs.; cotton seed oil cake, 22,904,000 lbs.; cotton seed cake, 77,779,000 lbs.; other oil cakes, 41,278,000 lbs.

The berthing space for steamers, both foreign and domestic, is in excess of 33,000 lineal feet. Savannah has, in addition to the foreign steamship lines, coast-wise steamer service with three sailings weekly between New York and Jacksonville, with stop at Savannah.

Savannah is served by seven railroads, four of which are trunk lines. All of these lines converge at a distance of four and one-half miles from the town, thus affording prompt delivery of cars to warehouses, terminals and shipside delivery. The terminal yards of the several railroads accommodate in excess of 5,000 cars. The lines entering Savannah are Seaboard Air Line, Southern, Atlantic Coast Line, which is owned by the L. & N., the Central of Georgia, which is owned by the Illinois Central, the Savannah and Atlanta, Savannah and Statesboro, and the Midland Railway. It is obvious that the port of Savannah is not lacking for good transportation facilities by land or water.



T. J. Davis, Licensed Inspector at Savannah, Ga.

FEEDINGSTUFFS TRADE.

Savannah is fortunate in being one of the very few points in the Southeast possessing a licensed inspector for all receipts of grain and a hay inspector, authorized by the National Hay Ass'n.

J. T. Davis, Savannah's grain inspector, succeeded Walter R. Davis three years ago, the latter going to Atlanta as official inspector for the Atlanta Commercial Exchange. J. T. Davis has been connected with the grain business of Savannah for forty-eight years. He is now 73 years old, but thinks little of walking several miles during the course of his day's inspections, or of breaking open the doors of eight or ten cars of grain or hay in a single morning to secure samples and make inspections.

Mr. Davis entered the grain business when he was 24 years old and was the head of the firm of J. T. Davis & Co. for many years. The Central of Georgia Railroad thought so much of Mr. Davis's knowledge of grain grades and qualities it always called on him to referee in damage claims. The brokers and grain jobbers of Savannah believe there is no better authority on the grade of hay

than Mr. Davis. He has the reputation of being a decidedly impartial grader, and places an accurate grade based on his experience and knowledge, combined with the indications of his grain grading apparatus. The inspection laboratory is set up in his home, and his office work and bookkeeping is done in the Board of Trade, under whose supervision Mr. Davis is employed.

It is a standing rule in Savannah grain circles that every car of grain and hay received must be inspected. During the past year, Mr. Davis inspected over 900 cars of hay and approximately 300 cars of oats. This gives some idea of the amount of grain and hay bought by the jobbing trade of the city, but other feeding commodities such as mixed sweet feed, bran, shorts, cotton seed meal and hulls, velvet beans and some local corn form a large part of the traffic in feedstuffs. The receipts of corn have dwindled to practically nothing during the past three years. This is partially due to the increased production of corn thruout Georgia, and partially due to the fact that much corn is now mixed in the sweet feeds arriving at Savannah.

All oats arriving in Savannah are sacked, only the mill having the facilities for buying bulk grain. Nashville, Memphis and Cairo are the markets that supply the oats. Kansas City, Cincinnati, New York state and Michigan points supply this town with hay, and mixed feeds are shipped in from Memphis, St. Louis, St. Joseph and other points north and west. All buying is done thru the brokerage firms of Savannah, and the wholesale grocers of the town reship in a radius of about 60 miles. The town has five grain brokerage firms, two exclusive grain and feed dealers, operating both wholesale and retail, one mixed feed and corn meal milling concern and ten wholesale grocery and naval supply firms all handling some grain and feedingstuffs.

The Savannah Milling Co. operates a mixed feed, corn meal and grits mill. The daily output of mixed feed is 50 tons when running on full time, and the corn grinding capacity is 3,000 bus. A 25,000 bu. elevator is built in the mill. The building was constructed four years ago and is reinforced concrete thruout. The elevator has nine bins, one cement bottom receiving pit, one receiving leg, Richardson Auto Scales, Monarch Cleaner and is operated by electric power thruout. The feed mill machinery, the corn meal and grits machinery were installed by Sprout, Waldron & Co. Steel roller process is used exclusively.

BROKERAGE FIRMS.

Moore & Company, in Savannah since 1885, do a wholesale brokerage business in grain, hay, cotton seed products, flour and feeds, operating a warehouse for storing some of the commodities handled. The firm imports beet pulp and exports cotton seed products. A member of the Grain Dealers National Ass'n and the Nat'l Hay Ass'n, and the partners, A. B. Moore and J. W. Leigh, are members of the Savannah Board of Trade Grain Department.

J. E. Manucy is owner and manager of a merchandise brokerage and distribution firm, operating in grain, hay, feeds, corn products, rice, produce, bran, shorts and cotton seed products. Mr. Manucy has been in the brokerage business at Savannah for ten years.

H. H. Bradley & Co. do a general brokerage business handling accounts for Northern and Western grain, hay and feed shippers, and also dealing in heavy groceries on a brokerage basis.

Haas-Guthman Co., merchandise brokers, commission merchants and distributors, operate a warehouse on the Central of Georgia tracks, and cater to the local jobbing trade in groceries, provisions and feedstuffs. The firm was established in 1877. A. Guthman is President and M. E. Guthman, Vice-Pres.

Johnson & Helmken, brokers, have practically withdrawn from the grain and feed business and turned their attention to heavy and fancy groceries.

GRAIN DEALERS.

Harden & Rourk, composed of H. B. Harden and J. W. Rourk, is a strictly grain and feed company buying in wholesale lots and selling the commodities at wholesale and retail. The commodities handled are hay, grain, mixed feeds, dry feeds, cotton seed meal and poultry supplies. They operate a four story warehouse and are planning on installing elevating machinery. The company started in business in 1904, but both Mr. Harden and Mr. Rourk



Plant of Moultrie Mills & Elevator Co., Moultrie, Ga.



Pope's Mill at Dublin, Ga.



Clark Milling Co. Plant, Augusta, Ga.

have been in the grain business in Savannah since 1890.

W. L. Poythress is a wholesale dealer in hay, grain, cotton seed meal, hulls, dairy products, poultry and mixed feeds. He operates a large warehouse on the Central of Georgia tracks and does a good reshipping business in the territory surrounding Savannah.

The other wholesale jobbers handling some grain or feeds, but specializing in groceries, naval supplies, fruit or produce are: Alexander Grocery Co.; Belfore & Co.; M. L. Boyle; Flynn, Harris & Bullard; L. J. Neville & Co.; Schroder-Schnaars Grocery Co.; J. C. Slater; H. Traub Sons; R. B. Young; Consolidated Grocery Co.; Chatham Mills; Brennan & Co., and The Cassells Co.

The above firms, as well as the milling company and the brokers, are all members of the Grain Department of the Board of Trade and use the grain and hay inspection facilities offered by the Board of Trade.

Athens' Grain Trade.

The grain trade of Athens, Ga., is mostly in the hands of wholesale grocers, who do practically all their buying thru six brokers located at that point. The town has one strictly grain and feed firm doing a wholesale reshipping business, and there are also four semi-jobbers doing both a wholesale and retail business in groceries and feedstuffs. One wholesale grocery firm, the Talmage Bros. operate a corn meal mill. The town is served by five trunk lines which have helped to promote the jobbing business. The roads entering Athens are the Southern, Seaboard Air Line, Central of Georgia, Georgia Railway and the Gainesville Midland.

The **Wier Feed and Grain Co.** is the only strictly grain firm. A. W. Wier is owner and manager of the firm and altho his warehouse is of fair size, being an old freight depot bought from the railway, he is seeking more spacious quarters for handling his increasing business. His track facilities are ample and location good.

Pitner & Beusse have been in the brokerage business in Georgia and South Carolina for ten years. The high standard and reliability of the firm has been well established. It is now operating offices in Athens, Macon and Greenville and doing a brokerage business in grain, hay, feeds, flour, cotton seed products and canned goods. The firm is a member of the Grain Dealers National Ass'n. Mr. Beusse being on the Executive Com'lite. W. C. Pitner and J. H. Beusse are the partners in the firm. Mr. Morgan is in charge of the Macon office, while Mr. Bolton is in charge at Greenville.

The **O'Farrell Brokerage Co.**, with offices in the Southern Mutual Bldg., is doing a general merchandise and grain brokerage business. Wm. E. Eppes bought out the interests of Mr. O'Farrell when he retired a few years ago, and is now the sole owner and manager of the business. Mr. Eppes has had many years' experience covering the Athens jobbing territory and represents a line of first-class Northern and Western shippers.

O. R. Hinton & Co. is a brokerage firm that has long been associated with the jobbing trade of Athens. A few years ago O. R. Hinton sold out his interest in the firm to his brother, H. H. Hinton, and his partner R. C. Campbell. Offices are now maintained in the Southern Mutual Bldg., where a brokerage business is conducted in grain, feed, flour and merchandise.

W. B. Steedman is a general merchandise broker dealing in all the "broker products" purchased by the wholesale grocers. Besides his various accounts for grain, hay, flour, feeds, rice and canned goods he refers the inquisitive recommendation seekers to Corn Products Refining Co., National Starch Co., Swift & Co., California Walnut Growers Ass'n and a dozen others.

The **Webb Brokerage Co.**, owned and managed by J. N. Webb, formerly connected with the Webb-Crawford Grocery Co., makes a specialty of flour, grain and feedstuffs, operating on a strictly brokerage basis.

Talmage Bros., Wholesale Grocery Company, operate a corn mill and the Callaway Grocery Co., make a specialty of grain. The other wholesale grocery firms doing some grain and feed business are the Myers Distributing Co., Crawford & Merry, Webb-Crawford Co., and Rowland & Co.

Grain Business of Valdosta.

Four firms stand out prominently in the grain trade of Valdosta, a good jobbing point in South-Central Georgia. These firms are the Valdosta Mill and Elevator, the South Georgia Milling Co., Birdseye Commission Co. and Wm. F. Pendleton, broker. Several wholesale grocery firms and a handful of semi-jobbing firms do the bulk of the distributing.

Valdosta Mill and Elevator Co. operate a 15,000 bush. elevator, 65 ton mixed feed plant and an eight hundred bus. corn meal mill. The elevator was completed in January, 1919. W. L. Brandon having made the plans and specifica-

tions. The corn meal and mixed feed mills are just being completed and work has commenced on an additional brick warehouse to have 24,000 sq. ft. of floor space for handling all commodities, including the increased crop of tobacco in this section.

The plant is located on the Southern and the Atlantic Coast Line. The 800 ft. siding owned by the firm affords track room for ten cars. The elevator is equipped with shuck sheller, Sonander Scale, one elevating leg, cleaner and separator, eight bins, one unloading spout and one spout to the mill building. The corn meal mill is Monarch type, and the feed mill will have a hammer mill for grain and one for hay. Draver feeders will be used. The commodities dealt in are corn, mixed feeds, hay, velvet beans, peanuts and tobacco. A velvet bean mill is already in operation. The plant is operated by three Westinghouse motors.

The officers of the firm are J. D. McLaughlin, Pres., M. Curry, Vice-Pres. and manager, G. C. Daugherty, Sec'y and Treas., and E. P. Rose, chairman of board of directors.

South Georgia Milling Co. has long specialized on "Valdo," a horse and mule feed containing a good percentage of peanut vine hay. Owing to the dark color of the hay it was a decidedly hard matter to put the product on the market when feed had been sold before principally because of its bright color. But Mr. J. Floyd Fender, Jr., manager and principal stockholder of the company, had faith in the high feeding value of "Valdo" and by continual plugging he has built up a large trade in this product. The firm is now four years old and plans are under



Plant of Savannah Milling Co., Savannah, Ga.

way for the erection of a larger and more modern plant to take care of the increasing demand for its feeds. The present mill will produce approximately 60 tons daily, while the velvet bean mill will produce a like amount of meal. Sprout, Waldren & Co. furnished the machinery for the mill. Besides manufacturing "Valdo" for horses and mules, the mill also makes high grade grain feeds for cattle. The partners in the firm are J. Floyd Fender, Jr., J. B. Parramore and R. H. Parramore.

The Birdsey Commission Co. was originally started by Ralph T. Birdsey, now part owner of the Modern Flour Mills of Macon. Geo. A. Sherman bought out Mr. Birdsey's interests a few years ago and continued the business. The company does a brokerage and commission business in grain, grain products, canned goods and feeds of all kinds. Mr. Sherman is in charge of the Valdosta office. The branch office at Palatka, Fla., is under the management of J. T. Campbell.

Four wholesale grocery firms at this point handle grain and feeds.

Albany a Good Jobbing Point.

Albany, Ga., is a good jobbing point for groceries and mixed feeds. A goodly amount of oats is also bought and reshipped by the wholesale grocery firms of this town. All buying is done thru the seven brokerage firms.

The Albany Milling Co. is the only exclusive grain plant of the town, and it manufactures mixed feeds and corn meal. Its capacity for manufacturing mixed feeds is 20 tons daily, but its corn meal mill grinds 800 bus. daily. The elevator in connection has 12,000 bus. capacity and the warehouse with 12,000 sq. ft. of floor space can accommodate 40 car loads. The plant was built in 1913 and is located on the Central of Ga. and the Seaboard Air Line tracks. The officers of the company are C. M. Shackelford, Pres. and Treas., R. J. Briley, Vice-Pres., E. H. Caldwell, Mgr. All the officers and S. B. Brown compose the board of directors.

Albany Brokers.—Albany boasts of its railroad facilities, claiming to be the hub of the Georgia railroads. Seven trunk lines make the town especially desirable as a distributing point. The surrounding territory is easily reached, and therefore Albany has more brokers than other towns of similar size. All of them, however, do not handle grain accounts, some specializing in groceries, others in flour and canned goods, while several push the grain trade. The brokerage firms of the town are Roy Martin & Co., Georgia Commission Co., V. R. Bush, Julian Reynolds, O. G. Hall, McArthur & Co., and Johnson-Brown.

The grocery jobbers handling grain and feeds are Union Grocery Co., M. W. Tiff Grocery Co., Inman Grocery Co., Americus Grocery Co. and Arthur Grocery Co.

Rome's Grain Dealers.

Rome is the most Northerly jobbing point in the state of Georgia and its location on the Southern, L. & N. and the N. C. & St. L. Rys gives it first call on grain shipments entering that state from the North and West. The jobbing territory controlled by Rome covers a 60-mile radius, altho the larger part of the grain brought into the city is retailed to the farmer-trade of the vicinity.

Practically all the buying is done thru the three strictly brokerage firms of the town—Jas. B. Chidsey, White Brokerage Co. and G. H. McRae. These brokers represent reputable shippers in Tennessee, Kentucky, Indiana and Illinois, the greater part of Rome's shipments originating in those states.

Mixed feed is growing in popularity over straight grains for feeding, and the volume of that business has been yearly increasing while the volume of oats and corn has decreased, corn especially.

Two wholesale grocery firms also do a grain jobbing business. They are the Simpson Grocery Co. and the McWilliams Feed and Grocery Co.

The town has one mill—a corn meal and 50 bbl. flour mill operated by the O. N. Richardson Milling Co., having a local distribution of their daily flour output. Three corn meal mills have a grinding capacity of 500 bus. corn daily.

There are also six dealers in the town who are called farmers supply men, selling retail supplies to local farmers. All of these dealers buy grain, mixed feeds and hay in car lots, but the volume of their purchases varies widely. The farmers supply firms are: Glover-Rail Co., Burnes-White Mercantile Co., J. L. Brannon & Co., R. J. Ragan Grocery Co., Rome Mercantile Co., and Joel Keys & Co.

The Curry-Arrington Co., retail druggists, have a wholesale field and garden seed department under the management of Homer Arrington.

AFTER PLEADING guilty to charges of violation of a law requiring all interstate grain shipments to be submitted to federal inspection, Paul Kuhn and William A. Dorgan, grain merchants of Terre Haute, were fined \$100 in Federal Court.

Respiration of Stored Wheat.

Heating and rotting, of stored grain is prevented by the control of dampness as well as of parasites. Not until recently was it positively proven that this heating and rotting was largely a result of respiration.

A special study of respiration has recently been made at the Minnesota Agricultural Station. Respiration is defined as the production of energy by biochemical oxidation of organic compounds hastened by certain enzymes or catalytic agents. As grain is a poor conductor of heat a marked increase in temperature may result from this energy of respiration.

Heat produced by respiration may be determined by measuring the amount of carbon dioxide given off by a known weight of grain in 24 hours. An apparatus for making this test is called "Tuggs Modified Apparatus."

Experimental work of the Minn. Agri. Station included a study of respiration in wheat and its relation to the moisture, plumpness, density and soundness of the grain. The effect of temperature was also noted, as well as respiration into an oxygen free atmosphere.

Results of these experiments confirm the results of other experiments. They show that heating of damp grain is caused by the biological oxidation of the sugars in the grain and that the greatest expenditure of energy occurs in the tissues in which this oxidation takes place and where new organic compounds are formed.

Moisture was shown to be a determining factor of respiration. Any increase in the moisture content of the grain intensified the rate of respiration. In wheat the rate of respiration is gradual with the increase of moisture. When the moisture content exceeds 14.5% respiration increases much more rapidly.

Density of the seed of the wheat increases with its gluten content. Gluten will absorb more moisture than will starch. Therefore different percentages of gluten will result in different percentages of moisture in the kernel. This in turn affects the rate of respiration. It is this principle which causes soft wheat, rich in starch, to respire more intensely than the hard wheat rich in gluten.

Comparisons between the full seed and the shriveled seed of wheat show that the respiratory intensity of wheat is influenced by its plumpness. When the moisture content of the wheat is more than 14% the respiratory intensity of the shriveled wheat is often up to three times that of a plump wheat. With moisture content below 14% the difference in respiration is not marked.

Temperature at which grain is stored also results in differences in the rate of respiration. As explained above, respiration is the production of energy by oxidation. This action like most chemical actions increases with warmth. It was shown that less respiration took place during storage in the cold winter than in storage at ordinary temperature.

Frost on the green wheat seems to break down the kernel and cause it to respire more than when the grain was not frost bitten.

Raising the temperature of wheat to 35 degrees centigrade hastens the respiration of wheat. There is a limit at which this action increases with increased temperature because at very high temperatures the starch in the wheat will not convert as rapidly to sugar as at the lower temperature.

Experiments also proved that respiration is reduced in an oxygen free atmosphere and that it also was reduced in an atmosphere of carbon dioxide.

LACK of a reserve supply of breadstuffs in Spain causes a scarcity whenever there is an interruption to transportation. Complaints are heard from all over Spain about the poor quality of bread being furnished.

Officers Tri-State Grain Shippers Ass'n.



Above: Director Aug. Evert, Kennedy, Minn., and Treas. H. R. Wollin, Marshall, Minn. Below: Pres. Nels R. Tacklind, Drayton, N. D., and Director T. F. Dahl, Minneota, Minn.

A Record Grain Cargo.

The British steamer "Kronenfels," (formerly of German registry) departed from the port of Galveston on July 21, for Liverpool, with 400,000 bushels of wheat below decks, establishing the largest grain cargo record from a Gulf port and possibly well in line for a world's record. In addition to the 400,000 bushels of wheat, the vessel carried 1,200 tons of coal and 190 tons of ship's provisions, not to mention water, etc. Had some of this available space been utilized for cargo, the vessel would have been able to carry an additional fifty or hundred thousand bushels more.

The steamer's loading time here, including beaming and sacking—was forty-one hours actual loading time. While she was in port about ten days, the major portion of this time was consumed in necessary overhauling and awaiting loading turn at elevator.

The "Kronenfels," under command of Captain E. R. Howe, is now in the service of the Castle Line, of which Fowler & McVitie are local agents. It is understood her name will be immediately changed after her arrival in England. She will remain in the Galveston-Antwerp-Ghent service. H. A. Wickstrom, chief grain inspector at Galveston, reports other recent record cargoes of wheat shipped from the port of Galveston, as follows: SS "Indianapolis," 365,500 bushels; SS "Altenfels," 353,939 bushels; SS "Hegira," 347,124 bushels.

EXPORTATION of 500,000 tons of wheat has been authorized by an executive order of the Argentine Government effective July 10 reports Consul General William H. Robertson, Buenos Aires.

SPECULATION IN WHEAT will probably be light for the present and the markets will be used mostly for hedging. Owing to the car situation there are no stores of wheat at the market centers and we will have wide fluctuations in prices. As we see it the world situation in wheat is high and very bullish. Europe's requirements will be large and as the other surplus producing countries have shipped all they can spare the United States and Canada will have to supply the largest part of her needs. Already large sales for export have been made from this country. It will probably take all the first run of new wheat if not more, to fill these sales.—W. H. Perrine & Co.

Buyer F.O.B. Origin Gets Benefit of Rate Reduction.

Leopold Briggs Grain Co., Omaha, Neb., plaintiff, v. Gallagher Grain Co., Denver Colo., defendant, before Arbitration Com'te No. 1 of the Grain Dealers National Ass'n, composed of C. D. Sturtevant, Geo. P. Bissell and J. R. Murrell, Jr.

Plaintiff sold defendant Oct. 20 to 25, 1919, eight cars of No. 3 yellow corn at various prices "F.O.B. 36c rate points to Denver" for December shipment.

The term "36c rate points" when applied to shipments from Iowa and Nebraska stations to Colorado points was well understood by the trade at the time these contracts were made, to mean certain stations in Iowa listed in the Trans-Missouri Territorial Directory under the heading "Missouri River Points" and certain stations in Nebraska on the C. B. & Q., U. P., and C. St. P. M. & O. Rys. as listed in the individual lines tariffs.

After the corn was sold and prior to the time of shipment the rate from these points was reduced from 36c to 31c. This reduction was not in contemplation when the contracts were made.

This Com'te is asked to decide whether buyer or seller is entitled to the saving of 5c per cwt., resulting from the reduction in the rate.

It is clear that if grain is sold "Track shipping station" the buyer must pay the freight and would be liable for any loss resulting from advances in freight charges and would be the gainer by any saving resulting from a reduction in rates. If, on the contrary, the grain is sold "F.O.B. destination" the seller must pay the freight, would gain if rates are reduced and lose if they were advanced.

The question for us to decide is, therefore: "Whether F.O.B. 36c rate points" meant "track stations listed in Railroad Tariffs at the time of contract as taking 36c rate to Denver" or whether these contracts were "delivered Denver less 36c per cwt., freight."

The term "36c rate point" was in general use at the time of contract to designate the stations described thereby. A large volume of business was transacted and it was impractical to include in each telegram and confirmation a list of nearly one hundred stations in Iowa and several hundred in Nebraska, when the same meaning could be conveyed by the use of the term in controversy. On the other hand, if the parties had intended to trade on a delivered price, the term "F.O.B. Denver" or "F.O.B. Colorado Common Points" was as well understood, and in as common use, as the term "F.O.B. 36c points," and we cannot believe, under these circumstances, that the parties would make a contract "F.O.B. 36c points," meaning thereby "Delivered Denver less 36c per cwt., freight."

It is the opinion of the Com'te that it was the intention of the parties to this controversy, at the time of contract, to trade basis track certain stations, and that defendant is justly entitled to the saving of 5c per cwt., in freight charges, resulting from the reduction in the rates from said stations to Colorado Common Points.

Plaintiff shipped the corn, with one exception, from local stations in Iowa and South Dakota, not included in the "Missouri River Points" and these shipments moved upon the basis of the local distance rate from point of origin to the nearest "Missouri River Point" plus the 31c rate from such point to Denver, or a total rate of 37 to 39c. Plaintiff allowed on his invoice the difference between such combination rate and 36c. One car was shipped from a point which paid 36c at time of contract and 31c at

time of shipment and on this car Plaintiff charged 5c per cwt., over contract price, or the difference between the two rates.

In accordance with our finding above, we direct that Defendant shall charge plaintiff with the difference between 31c per cwt., and the actual charges paid on cars AT&SF-41821, UP-15775 X UP-1121, and MK&T-10669 shipped from Cushing, Iowa, GN-211780 and AT-41791 from Maurice, UP-19400 X UP-62810 and CNJ-81358 X CNJ-33747 from Vermillion, South Dakota; and that settlement on Q-96046 from Bloomfield, Neb., shall be made at contract price, with no allowance for freight.

We further direct that Plaintiff shall pay the costs of these proceedings.

EARNINGS of the New York Federal Reserve Bank for the 6 months ended June 30 totaled \$24,607,000 or 104% on its capital stock. Stockholders will get a 6% dividend and a balance of \$17,666,400 will be turned over to the U. S. Government to be disposed of at the discretion of the Sec'y of the Treasury.

IMPORTATION and distribution of grain sacks has proven one of the primary business activities in Rosario, Argentina. Several new dealers have entered that business and daily quotations on sack prices are now posted in Rosario. Total importations of textiles, cloth and thread for sacking and packing amounted to 50,000 metric tons in the first 9 months of 1919. When the crop season began in November the price of the standard wheat sack was 32c. As a result of the importations by the government the price of a sack at the close of the year dropped to 22c. Local grain sack factories have paid big dividends and naturally these interests are not advocates of a grain elevator system for handling wheat and flaxseed in bulk.

Extensive Plant at Little Rock.

One of the enterprising wholesale grain and milling firms of the Southwest is the H. K. Cochran Co., of Little Rock, Ark., whose plant is shown in the engraving herewith. This year additional warehouse storage was built, increasing the capacity to 75 cars. In 1913 the additional elevator equipment installed increased the handling capacity to 10,000 bus. daily and the storage capacity for bulk grain to 25,000 bus.

A receiving and shipping business is done, and the output of the mill comprises poultry feeds, sweet feeds, dairy feeds and chops.

The business was founded in 1883 by H. K. Cochran as a merchandise broker and dealer in oils and grain. Upon his death in 1913 the business was reorganized and incorporated as the H. K. Cochran Co. by his son, Hal K. Cochran, now president, and Carroll Thibault as vice-president.

Grain Men's Union Meets.

The third annual convention of the Grain Men's Union was held at Grand Forks, N. D., June 23, 24 and 25. Headquarters of the Union was established in the Dakota Hotel and the sessions were held in Elks Hall.

Pres. Bruns in his address said that the Union now embraces as members nearly two-thirds of the grain men in the state of North Dakota and covers the interests of line elevator men, co-operative managers, dealers, farmers and co-operative societies in the Northwest.

J. H. F. Thompson, Valley City, suggested that steps be taken to have dockage removed at the threshing machine and kept on the farm. Later the Union adopted a resolution urging this action.

J. F. T. O'Connor explained the grain laws of the state of North Dakota and Mr. Morrin explained the income tax law and its application to the grain business.

Dr. E. F. Ladd and Prof. H. L. Bolley of the State University gave short talks to the visitors. Dr. Ladd who is chief deputy grain inspector as well as pres. of the University spoke on the agricultural possibilities of the state of North Dakota. Prof. Bolley emphasized the importance of proper seed selection in his address.

A thoro explanation of future trading was given by J. Ralph Pickell.

J. E. Speer of St. Paul spoke on the milling qualities of various kinds of wheat. Mr. Speer paved the way for a lively discussion among the dealers as to the merits of the various kinds of wheat and of the value of dockage.

Officers chosen for the coming year are as follows: Pres. J. E. Bruns, Elliot; vice-pres. L. H. Palmer, Hurdsville; sec'y. W. W. Miracle, Valley City; treas., Mr. Gunkleman, Fargo. Directors chosen were J. H. E. Thompson, Valley City, N. D.; A. T. Fier, Barnesville, Minn.; W. F. Moffet, Courtney, N. D.

WHEAT ACREAGE in India is placed at 29,864,000 acres, an increase of 36% over last year's acreage, in the third official government forecast of India's crops. Yield expected from this acreage is estimated by the government at 10,095,000 tons or an increase of 34% over last year.

ARGENTINE CORN, to the amount of 800,000 bushels, was offered at New York July 9, with no buyers. The leading industry is reported to have turned down the offer because it had four months' supplies bot. London corn prices have declined sharply as the result of the heavy Argentine offerings at reduced prices.



The H. K. Cochran Co.'s Plant at Little Rock, Ark.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Little Rock, Ark.—Geo. E. Cunningham has succeeded Dan Daniels as pres. of the Merchants Exchange and Mr. Daniels will devote his entire time to the grain inspection dept. at this market. The exchange will move into its new quarters in the Cotton Exchange July 24.

CALIFORNIA

Fresno, Cal.—J. E. Miller, formerly mgr. for the Albers Bros. Milling Co. at Los Angeles, and Harry Allan, mgr. for the Globe Milling Co. at this point, have been transferred to the offices of the same companies here.

LOS ANGELES LETTER.

O. H. Blasingham of Pueblo has been appointed local mgr. for the Colorado Mill & Elevtr. Co.

The directors of the Grain Exchange have adopted the following rule in compliance with the state net weight container act: All commodities bought and sold between members of this exchange when not otherwise specified, shall be on a net weight basis, container free, container to comply with specifications as per Section 1, Rule 2, of the Los Angeles Grain Exchange. The rule is now in effect.

Geo. W. Howard was elected pres. of the Grain Exchange at its recent annual election. The six directors elected are J. C. Brown, J. L. Hisey, Louis Pernot, C. H. Reynolds, C. H. Bates and S. H. Tuck. At a subsequent meeting of the new directors J. C. Brown was chosen treas. and J. L. Hisey, ex-pres. of the exchange, was chosen vice-pres. M. D. Thiebault was re-elected secretary.

CANADA

Moose Jaw, Sask.—Work has been commenced on a \$150,000 elevtr. for the Robin Hood Mills.—B.

Oberlin, Alta.—Parrish & Heimbecker, Winnipeg, have let contract for an elevtr. costing \$15,000 to Moss Bros. of Calgary.—B.

Brooks, Alta.—Parrish & Heimbecker, Winnipeg, contemplate the erection of an elevtr. here with a capacity of 33,000 bus.—B.

Kingston, Ont.—The Prescott Grain Elevtr., which has been out of commission for several years, has been purchased by the Canada Steamship Lines.—B.

Fort William, Ont.—The launching of a widespread advertising campaign in the United States, instituted by the Fort William & Port Arthur Grain Exchange, followed closely on the heels of the Government announcement that control is to be lifted from the wheat crop this year. Plans have long been laid for extensive publicity, most especially in the Eastern milling centers as one of the greatest merits of the Fort William sample market will be that milling agents may buy by sample and make shipment direct by ship. There has been a good demand for seats on the local exchange from many points in the United States and at least a score of firms are contemplating establishing offices or agencies here as soon as the sample market opens.—B.

WINNIPEG LETTER.

Regulation No. 143 of the Canadian Wheat Board has ordered that all licensees of the Board situated at Ft. William or Port Arthur or west thereof, other than milling licensees shall be and are hereby required to make delivery to the board of: All wheat grown in the provinces of Manitoba, Saskatchewan and Alberta purchased by them as licensees of the board; all wheat grown in the provinces of Manitoba, Saskatchewan and Alberta stored by them for producers and others; on or before

Aug. 15, 1920, in store, at public terminal elevtr. located at Fort William and Port Arthur, Ont.

Trading in wheat for future delivery was started at this market July 19, as the wheat crop of the country will not be controlled this season by the government, according to present plans, altho it has the authority to do so, a bill to that effect having been passed recently.

The Grain Exchange has extended invitations to all members of the grain and flour trade in the vicinity to meet the executive com'tee of the exchange in a "get-together" meeting and to help settle some of the problems now facing the trade, to the mutual satisfaction of all. The question of handling the 1920 crop will be the most important.

COLORADO

Milliken, Colo.—The Farmers Union Milling & Elevtr. Co. is building a storage annex to its mill.

Yuma, Colo.—M. J. Wagey has torn down his elevtr. and is building a new cribbed house of larger capacity.

Agate, Colo.—The Scott-George Grain Co. has let contract to W. C. Bailey & Son for a modern iron clad 20,000-bu. elevtr.

Colorado Springs, Colo.—The Robinson-Hunt Grain Co. has installed a Trapp Dumping System and made other improvements in its plant.

Sterling, Colo.—We have opened an office here and will conduct a wholesale grain, hay and feed business.—W. E. Fifield, Fifield-Stevens Grain Co.

Vona, Colo.—We will install a new air compression dump for trucks in our elevtrs. here and at Stratton.—E. B. Wilson, mgr. Snell Milling & Grain Co.

Dailey, Colo.—I am now mgr. of the Farmers Elevtr. Co. at Bigelow, Mo.—H. E. Combs, formerly mgr. of the Longmont Farmers Milling & Elevtr. Co. here.

Elbert, Colo.—The T. D. Phelps Grain Co. of Denver has purchased lots here and is building a 15,000-bu. frame elevtr. and warehouse to be equipped with Trapp Dump, Fairbanks Truck Scale, and bean cleaning machinery. It will be electrically operated. W. C. Bailey & Son have the contract.

DENVER LETTER.

We are not in the grain business. We only handle live stock.—Drinkard & Emmert.

Wm. Moon, formerly mgr. of O'Donnell Grain Co., has resigned and after a short vacation will organize a grain firm of his own.

C. E. Williams, formerly mgr. of the Hayes City Mill, Hayes, Kan., has succeeded Jas. A. McSwigan as mgr. of the Crescent Flour Mills.

Work on the new mill of the Longmont Farmers Milling & Elevtr. Co. is well under way. This 1,200-bbl., 7-story concrete mill was built to replace the house burned last January.

Jas. A. McSwigan, formerly mgr. of the Crescent Flour Mills, is now mgr. of the Rocky Mountain Grain Co., which is a branch of the Colorado Milling & Elevtr. Co., organized to do all the grain buying and selling for that concern.

The office of the Moore-Lawless Grain Co., in charge of J. L. Cordiff, formerly with McCordie-Black Co. of Indianapolis, Ind., has been moved to the exchange floor. The Moore-Lawless Grain Co. handles Jas. E. Bennett & Co.'s private wire at this market.

The Moore-Lawless Grain Co. of Kansas City, Mo., has opened a branch office on the 8th floor of the Cooper Bldg. The office will operate both a cash and future business and have a private wire from Chicago, acting as correspondent for Jas. E. Bennett & Co. Guy A. Moore is temporarily in charge of the office.

IDAHO

Genesee, Ida.—The Mark P. Miller Milling Co. has bot the elevtr. here and also 100 flat houses along 3 lines of railroads in Washington and Idaho.

Moody (Newdale p. o.), Ida.—The Inter-Ocean Elevtr. Co. is building a large concrete elevtr. at this station which is 9 miles from us.—Sugar City Milling Co., Sugar City.

Moscow, Ida.—M. M. Moser, mgr. for the Mark P. Miller Milling Co. at this station, has resigned and is now with his old firm, Belt Farmers Mill & Elevtr. Co. at Belt, Mont.

Weiser, Ida.—The Tri-State Terminal Warehouse Co. has bot a site on the P. & I. N. R. R. tracks and will build a large warehouse and elevtr. E. E. Hogue, of Baker City, Ore., is gen. mgr. of the company and M. P. Tanning will manage the warehouse.

ILLINOIS

Nora, Ill.—The farmers of this vicinity have bot the elevtr. of Dell Butler.

Padua, Ill.—The Padua Grain Co. is making some needed repairs at the elevtr.

Clarksdale, Ill.—A. J. Behl is now mgr. for the Farmers Grain Co. at this point.

Marseilles, Ill.—Lumber will be added to the grain business of the Marseilles Grain Co.

Hanna City, Ill.—Chas. Rindfleisch is now with the Farmers Elevtr. Co. at this point.

Bunker Hill, Ill.—The Farmers Elevtr. Co. has bot the elevtr. of E. F. Bumann.—A. E. Mercer.

Mahomet, Ill.—Wm. Wykle has quit the grain business.—K. B. (He sold his elevtr. in August, 1919.)

Beckemeyer, Ill.—An elevtr. and warehouse will be built by the Beckemeyer Exchange, if present plans mature.

Kewanee, Ill.—The Farmers Elevtr. Co. has re-organized and doubled its capital stock which is now \$30,000.

Middletown, Ill.—Herman Lemme has succeeded M. M. Wright as mgr. for the Middletown Grain & Coal Co.

Palo, Ill.—We are installing a new loading spout in our elevtr. and also new spouting overhead.—Cashman & Son.

Virden, Ill.—The Virden Grain Co. is completing its new office and warehouse and will install a Fairbanks Scale.

Oakford, Ill.—G. C. McFadden & Co. have let contract to Geo. Quick & Son, for a 14,000-bu. additional storage tank.

Teheran, Ill.—G. C. McFadden & Co. have let contract to Geo. Quick & Son, for a 12,000-bu. additional storage tank.

Springfield, Ill.—The Murphy-Grier Grain Co. has moved into larger offices and is now located in the Ferguson Bldg.

Washington, Ill.—Washington Co-op. Farmers Grain Co. incorporated for \$40,000 by Geo. M. Muller, C. W. Vercier and others.

Mt. Sterling, Ill.—The Mt. Sterling Farmers Co-op. Co. has succeeded the C. W. Gaddis Milling Co.—H. S. Tappin, of the company.

Peters, (Edwardsville, p. o.), Ill.—Wm. Lee is mgr. for the new Progress Grain & Elevtr. Co. which now has an elevtr. under construction.

Sullivan, Ill.—Simons, Day & Co. have opened a branch office here with R. C. Parks in charge of the private wire and the company's business.

Grand Ridge, Ill.—The Grand Ridge Co-op. Grain & Supply Co. has bot the elevtr. of Roger Williams which it has been operating under lease.

Vermont, Ill.—The Farmers Elevtr. Co. has been formed here with a capital stock of \$50,000 by the Farm Buros of McDonough and Fulton counties.

Whitehall, Ill.—The Superior Flour Mills Co. has been dissolved. The elevtr. and mill were sold Feb. 20 to the Co-op. Mill & Elevtr. Co. at this point.

Fenton, Ill.—The Farmers Elevtr. Co. has let contract to Geo. Quick & Son, for a 20,000-bu. re-inforced concrete elevtr., equipped with the modern machinery.

Baker (Leland p. o.), Ill.—The new elevtr. of the Baker Farmers Elevtr. Co. has a capacity of 1,800 bus. and makes two elevtrs. that we operate.—R. E. Wright.

Colmar, Ill.—Perry Williams has bot the elvtr. of Walter Comer on the old McComb property and is moving it to this station. It is that he will rebuild it here.

Foosland, Ill.—The De Long Grain Co. suffered a loss when one corner of its elvtr. gave way and spilled 1,500 bus. of corn on to the ground. Most of the grain was saved.

Lane, Ill.—The Lane Co-op. Grain Co. will not build an elvtr. altho a site has been purchased, for the reason that it has bot the elvtr. of Harrison, Ward & Co. Possession was given July 19.

Swan Creek, Ill.—We are overhauling our elvtr. and making general repairs. A Richardson Auto Scale will be installed, the house repainted and the top raised about 12 ft.—D. R. Maners, mgr., Bader & Co.

Compton, Ill.—Stanley N. Banks, who has been mgr. for his father, John W. Banks, during the latter's sojourn in California, is making the trip overland by auto and will settle in California. Mrs. Banks is accompanying her husband.

Peoria, Ill.—H. D. Bowen, with Buckley & Co. for 20 years, has entered the grain trade on his own account and will conduct a buying, selling and consignment business, operating as the H. D. Bowen Grain Co. Offices are in the Schradzki Bldg.

Argenta, Ill.—We are in possession of the elvtr. we recently bot and are making repairs on both of the plants we operate.—H. C. Luckenbill, mgr., Argenta Grain Co. (He was formerly mgr. for the American Grain Co. from whom the present company bot the elvtr.)

Gerlaw, Ill.—We sold our elvtr. at New Philadelphia to the farmers there and bot the elvtrs. of A. H. Graham at this point and at Norwood, operated respectively as the Gerlaw Grain Co. and the Norwood Grain Co. I am mgr. of these elvtrs.—Ross Litchfield, Inland Grain Co., Galesburg.

Hanna City, Ill.—The sudden death of B. F. Holt, mgr. of the Farmers Elevator Co., who died during the week, was a great shock to his many friends and acquaintances. He was always kindly and helpful and did many favors for others. He will be greatly missed by all who knew him. His death was due to an attack of heart disease. He was 65 years old.

Clinton, Ill.—Loftus H. Ward, ass't sec'y of Harrison, Ward & Co., has been transferred from the office at this point to the office at Bloomington. J. A. Harrison, pres. and gen. mgr., lives in Bloomington and devotes most of his time to the business of the office there. Daniel Ward is mgr. for the company here and will remain at this office.—Harrison, Ward & Co., W.

Ridgefield, Ill.—The elvtr., recently reported as taken over by F. Frohman is now in operation under the firm name of Ridgefield Farmers Supply Co., is not however a farmers company but a partnership between Mr. Frohman and myself. The elvtr. has a capacity of 12,000 bus. and is on the C. & N. W. Mr. Frohman was formerly with the Armour Grain Co. at Oconomowoc, Wis.—Max Heller.

Peoria, Ill.—The annual picnic of the Board of Trade, held July 17, was another triumphant affair for the com'te in charge under the able direction of J. W. Bryan, chairman. There was a baseball game between the buyers and sellers, all kinds of races, including fat men's, egg, 3-legged, and a free for all 100-yard dash, a contest of "throwing peas in a can" and a jockey race that was a novelty. All of this was great fun and a tired but happy crowd came home voting it one of the best picnics yet.

Bloomington, Ill.—Henry Hasenwinkle, pres. of the Hasenwinkle Grain Co. and an old member of the trade, died July 14. Mr. Hasenwinkle was known to grain dealers all over the state who will be sorry indeed to learn of his death. He was a member of the Chicago Board of Trade since 1903 and was 73 years old. Mr. Hasenwinkle was a union soldier in the civil war and lost his right eye as a result of wounds. When discharged in 1865 he went to St. Paul, Minn., where he was married. He immediately engaged in the grain business at Hudson, Minn., with his brother, William. In 1897 he organized the Hasenwinkle Grain Co., which is now operated by his son, Ralph, and his son-in-law, A. V. S. Lloyd. He is survived by his widow, two daughters and two sons, Ralph, in the grain business here, and Harry J., now in the same business at Memphis, Tenn.

Cairo, Ill.—W. S. Powell, chief grain inspector of the Cairo Board of Trade for many years, has been requested to surrender his federal license, for having issued certificates without affixing his signature and for having omitted to state on certain certificates the factors that determined the grade.

CHICAGO NOTES.

New members of the Board of Trade are: J. F. McCarthy, J. S. Holmes, Frank S. Graham and Thomas C. Brown.

New members of the Board of Trade are Edward J. Weber, George T. Ordway, Frederick T. Bedford and Oscar H. Riggs.

The price of daily and weekly offers has been raised 50 cents per 1,000 bus. by the directors of the Board of Trade effective July 15 on wheat.

A new pit will be built on the floor of the Board of Trade for rye and barley future traders who have been crowded out of their pit by the reopening of the wheat market.

Frank Barnard, for 40 years a member of the Board of Trade, died in California recently. Funeral services were held in this city, July 17. He was 65 years old and retired from active business 2 years ago. Recently he went to California to live.

A new foundation is being placed under Elvtr. "B" of Bartlett-Frazier Co. at South Chicago. Thoro repairs are also being made on the elvtr. The work, to be completed by Sept. 1, is not interfering with the operation of the elvtr. The John S. Metcalf Co. has the contract.

The amendment to the rules of the Board of Trade suggested in a numerously signed petition, that specific statement be made in the rules against non-members transacting business on the floor, has been disapproved by the directors, as Sec. 1 of Rule XI already provides that messengers for members are not allowed to transact business.

Trading in wheat for future delivery was inaugurated July 15 with the pit full of spectators, not speculators. After a minute and a half the crowd melted away into the other pits, and the liveliest bunch in that vicinity was the rye future dealers who had been crowded out and traded in a spirited the small way on the edge of the wheat pit. The volume of trade has been much smaller than expected, and limited to hedging by exporters, millers and cash grain houses, large outside investors being reluctant to take hold, while local professionals prefer to chase the fractions in September corn. First trades in wheat were at the highest price, \$2.75, for December, the Armour Grain Co. making the first offer. Only about 175,000 bus. were sold the first hour, and since the price has worked down to \$2.48, rallying more recently on black rust damage reports.

INDIANA

Monticello, Ind.—Loughry Bros. Milling & Grain Co. has doubled its capital stock. It is now \$120,000.

Wheatland, Ind.—Wheatland Elvtr. Co. incorporated for \$50,000 by A. H. Nicholson, Geo. Frick and S. H. Robinson.

Remington, Ind.—The Washburn Grain Co. has filed notice of dissolution. Its elvtr. was sold to Evans & Wilkinson in April.

Raub, Ind.—Lee Kelly, mgr. for the Farmers Elvtr. Co. here, started June 29 for the meeting of the Indiana Grain Dealers Ass'n at Indianapolis, but he has never been seen since he reached that city. His name does not appear on the register of those present, tho some of the dealers think they saw him there. He left a wife and four children who have been compelled to go to relatives in Frankfort, where he was formerly in the grain business with his brother. After careful examination of his books, it was found there was a shortage of about \$40,000. Henry Carson, pres. of the company says: We have no trace of Kelly's whereabouts. Our examiner has gone over the books but another one has been called at his request to verify the shortage found. We are protected to the extent of \$10,000 by Kelly's bond in a liability insurance company, but it is hardly likely that this will begin to cover our loss. We intend to do everything possible to apprehend the missing manager. At this time we are unable to say what the amount of the shortage is, but we know it is of substantial size."

Oxford, Ind.—The new elvtr. of the Oxford Grain Co. will be completed very soon and will handle the new crop. It replaces the elvtr. burned July 1, 1919.

Windfall, Ind.—Our elvtr. is coming along slowly. Think it will be completed in 3 weeks. Our capital stock is now \$50,000.—Ed Trimble, sec'y, Farmers Grain & Supply Co.

Frankton, Ind.—The Urmston Grain Co. is building new concrete coal sheds and putting a 10-ton Fairbanks Scale in front of the office. The elvtr. is also being overhauled and many improvements made.

INDIANAPOLIS LETTER.

Geo. F. Off has been elected to membership in the Board of Trade.

Indianapolis, Ind.—F. A. Rouse and O. V. Hicks are now operating as partners under the name of the Central States Hay & Grain Co.

Edward D. Evans, of the Evans Milling Co., was elected pres. of the Board of Trade at its recent annual meeting. His election again puts a grain man at the head of the exchange. Other officers are Jos. A. Kebler, vice-pres., and Tom Oddy, an old grain man, treas. He has held the office for the last 15 years. W. H. Howard was reappointed secy, and now has 12 years to his credit. Otto P. Deluse, of the Lew Hill Grain Co., ran on the independent ticket for director and was the only independent to win.

IOWA

Stanton, Ia.—The Farmers Grain & L. S. Co. has filed articles of dissolution.

Early, Ia.—W. E. Jackson has been re-elected mgr. for the Farmers Elvtr. Co.

Estherville, Ia.—Fred E. Albertson is mgr. for the Burke Grain Co. at this point.

Cherokee, Ia.—The elvtr. of J. J. Mathews will be closed for the next six weeks.

Sanborn, Ia.—I am now mgr. for the Sanborn Co-op. Grain Co.—E. H. Rudloff.

Newell, Ia.—R. B. Galbraith & Co. have completed their new 30,000-bu. fireproof tank elvtr.

Fostoria, Ia.—We are installing a truck dump and making other repairs.—L. H. Bleeker, agt., Hunting Elvtr. Co.

Swea City, Ia.—We will spend \$5,000 in repairs on our elvtr. Our mgr. is W. B. Richards.—Farmers Elvtr. Co.

Ricketts, Ia.—Lightning struck the elvtr. of the Nye-Schneider-Fowler Co. recently and completely unroofed the house.

Fontanelle, Ia.—We have completed our new 24x60 ft. warehouse which is 12 ft. to the plate.—Farmers Grain & Live Stock Co.

Sioux Rapids, Ia.—F. B. Mather is again mgr. for the Quaker Oats Co. He simply couldn't keep away from the grain business.

Monona, Ia.—I am leaving here soon. Have accepted a managership in the hard wheat belt.—A. Carr, agt. Gilchrist & Co.

Marshalltown, Ia.—A. A. Cook, who sold his grain and elvtr. business last January, is now located at Los Animas, Colo.—R. M.

Conrad, Ia.—The Farmers Elvtr. Co. has bot the elvtr. and lumber business of Randall & Price and will take possession Aug. 1.

Badger, Ia.—T. A. Pfund is no longer mgr. for the Farmers Elvtr. Co. here but is mgr. of the farmers' company at Pierson.

Sheldon, Ia.—We are installing a Benson Truck Dump and a Fairbanks Truck Scale.—W. A. Krahling, mgr., Farmers Co-op. Ass'n.

Whittemore, Ia.—O. J. Kasheschmitter of Granville has bot the elvtr. and coal business of L. H. Wegener, who is retiring from business.

Toledo, Ia.—Chas. Evans has succeeded H. McEwen as mgr. for the Farmers Elvtr. Co., Mr. McEwen now being mgr. of Farmers Elvtr. Co. at Bagley.

Tingley, Ia.—The grading up of the new elvtr. of O. A. Talbott has been completed and with the highway in good repair the house is ready for business.

Bagley, Ia.—H. C. McEwen, asst. mgr. of the Farmers Elvtr. Co. at Toledo, is now mgr. of the Farmers Elvtr. Co. here. He succeeds H. W. Cramer here.

Cedar Rapids, Ia.—The elvtr. of Penick & Ford is rapidly nearing completion. When it is finished, the company will have a storage capacity of 6,145,000 bus.

Lake Park, Ia.—Victor Henson, mgr. for Grieg & Zeeman, is temporarily off the job. He has been called to Frederick, Md., by the serious illness of his mother.

Prescott, Ia.—The Farmers Co-op. Exchange incorporated for \$10,000 by W. D. Crouse, W. D. James and others. The company recently bot the elvtrs. of Gault Bros.

Larchwood, Ia.—The new Farmers Co-operative Co. has just started to build its elvtr. The old company will be dissolved.—J. H. Kuhl, mgr., Farmers Mutual Elvtr. Co.

Pella, Ia.—The Farmers Co-op. Exchange incorporated for \$75,000 by J. De Han, Ant. Vander Waal and others. The company recently bot the elvtr. of Vander Zyl Bros.

Sioux City, Ia.—The Terminal Elvtr., of the Terminal Grain Corporation, started operations July 10, but will not be in full operation until the balance of the machinery is adjusted.

Lake City, Ia.—The Farmers Elvtr. Co. suffered a small fire loss July 13, when fire broke out in its coal bins. The blaze was quickly conquered and did not spread to other buildings.

Correctionville, Ia.—M. H. Spurgeon and son, Harold, of Omaha, have bot the elvtr. of the Trans-Mississippi Grain Co. here. T. Krahler, former mgr., has not decided yet just what he will do.

Sac City, Ia.—The Farmers Grain Co. has voted to increase its capital stock to \$25,000 and to also open an office and warehouse on the N. W. tracks. The elvtr. is on the C. M. & St. P.

Knierim, Ia.—The elvtr. of the Farmers Elvtr. Co. was damaged slightly by fire, July 9. The blaze was discovered at once and no serious damage resulted. The fire occurred at 9:30 a. m.

Orient, Ia.—The elvtr. of Sumner White, built to replace the house burned Mar. 1, is about completed. It is of concrete construction.—Farmers Grain & Live Stock Ass'n, Fontanelle.

Jolley, Ia.—The concrete pit for the new elvtr. of the Farmers Elvtr. Co. has been completed and work on the building has been started. The new house will replace the elvtr. burned Jan. 5.

Ottoson, Ia.—We will take possession of the elvtr. we recently bot of the Quaker Oats Co., about Aug. 1, and expect to be able to handle the new oats crop.—J. R. Bratcher, mgr., Farmers Co-op. Elvtr. Society.

Greene, Ia.—Lightning struck near the top of the elvtr. of the Farmers Inc. Merc. Co-op. Ass'n, tearing a hole in the siding and starting a blaze which, however, was quickly discovered and extinguished before any harm was done.

Midland (Rock Rapids p. o.), Ia.—The report that Geo. Schurr has succeeded Bert Brommer with the Farmers Elvtr. Co. is an error. The Farmers bot and took possession of the Davenport Elvtr. Co.'s elvtr. at Midland last week and E. B. Brommer is mgr. Geo. Schurr is one of the directors.

Rockwell City, Ia.—We will install 2 Benson Truck Dumps and 2 Howe Scales, one each on the I. C. and the Ft. D., D. M. & Southern. The Farmers Grain Co. will soon complete its elvtr. and will also install trucks and dumps. The old Farmers Elvtr. Co. will also continue business.—Rockwell City Elvtr. Co.

Oakville, Ia.—The elvtr. of D. E. Strawhacker burned at midnight, July 9, causing a loss of \$10,000, only part of which is covered by insurance. The elvtr. had just been emptied of all grain in preparation for the coming harvest and only 50 bus. of corn were in the building. A car of tar also burned.

Reinbeck, Ia.—The old elvtr. of the Reinbeck Lumber Co. is being wrecked and a new house will be built as soon as possible. The company moved the machinery from its old elvtr. at Prairieburg here and it will be installed as soon as the house is up. The lumber sheds of the company are being extended and general repair work done.

Carroll, Ia.—J. R. Whitney, grain broker here, died July 19. He started in the grain business in 1901, conducting a country wire office as a commission merchant with the Weare Commission Co. The next year he was admitted to membership in the Chicago Board of Trade and went over to Ware & Leland when they became a commission house. He was still their correspondent when he died. J. R. Whitney bid the state of Iowa for the J. Rosenbaum Grain Co., until the Chicago call bid was established.

Sioux City, Ia.—The Burke Grain Co. will discontinue its business in futures and do a strictly cash business. The company has been a correspondent on the wires of Simons, Day & Co. at Sioux City, Estherville, Ia., and Sioux Falls and Mitchell, S. D.

Hawarden, Ia.—Lightning seldom strikes twice in the same place, but the Farmers Grain Co. seems an exception. On June 12, the largest warehouse of the company was struck and the resultant fire completely destroyed it. In a recent storm the peak of the elvtr. was struck and it rained shingles for a time. No serious damage resulted, however.

Fernald, Ia.—The Clark-Brown Grain Co. is constructing an addition to its plant here. The new elvtr. will be 24x40 ft. and 48 ft. high with a storage capacity of 40,000 bus. and will be connected with the 40,000-bu. elvtr. the company now has, so that they work in conjunction. It is to be completed in time for the new crop. C. L. Gifford is the mgr. here.

Rockwell City, Ia.—B. F. Stonebraker is acting as temporary mgr. for the Farmers' Grain Co. George Debe, former mgr., who will be mgr. of the new elvtr. of the Farmers' Grain Co., has resigned his position with the Farmers Elvtr. Co. and will take charge next week. A change in the control of the Farmers' Elvtr. Co. has taken place recently. The company has been taken out of the hands of the receiver and it now has ample funds on hand.

DES MOINES.

The Sargent & Ash Milling Co. will build an elvtr. here this summer.

The Board of Trade ball team, which has new uniforms presented by the Exchange in recognition of the many victories it has won, has added 2 more scalps to its belt. Both games were hot ones with a close score of 8 to 7 and 5 to 4 in favor of the exchange team.

W. H. Bartz, pres. of the W. H. Bartz Commission Co., will take charge of the St. Louis (Mo.) office of the firm personally, leaving Major Moberly, sec'y of the company, in charge here. By Aug. 1, an office will be opened at Storm Lake, Ia., with E. S. Warner as mgr. The Topeka (Kan.) office is managed by H. D. Harding with the assistance of Abe Connor and Clyde Stratton and another office has been opened at Montezuma, Ia.

KANSAS

Potter, Kan.—Potter Grain Co. incorporated for \$12,000.

Scott City, Kan.—Farmers Elvtr. Co-op. Corp. incorporated for \$10,000.

St. John, Kan.—St. John Farmers Grain & Merc. Co. incorporated for \$10,000.

Hutchinson, Kan.—The capital stock of the Jay Hausam Grain Co. is now \$100,000.

Whiting, Kan.—The Farmers Union bot the elvtr. of Hedge-Brown & Co. for \$5,000.

Grayling, Kan.—Work has been started on our new elvtr. here.—R. M. Norris & Son.

Wetmore, Kan.—I have sold out and am not in the grain business at present.—Guy Jaynes.

Portis, Kan.—Scott Dillon, of Downs, has bot the elvtr. of the Baker Crowell Grain Co. here.

Carl Junction, Kan.—Farmers have bot the elvtr. of the Brand-Dunwoody Elvtr. Co. here.

Nekoma, Kan.—I have bot the property of the Farmers Grain & Supply Co.—D. W. Phillips.

Burdett, Kan.—We are building a 10,000-bu. addition to our elvtr. here.—R. M. Norris & Son.

Madison, Kan.—The City Mill & Elvtr. Co. is spending \$7,000 to rebuild and repair the plant.

Logan, Kan.—The Logan Union Co-op. Co. has improved its elvtr. and installed new machinery.

Metcalf, Kan.—The elvtr. of the Caldwell Milling Co. burned July 14, and is practically a total loss.

Satanta, Kan.—Mail addressed to the Satanta Equity Exchange is returned with the notation "no such firm here."

Salina, Kan.—The Salina Produce Co. has bot the elvtrs. of the Larabee Flour Mills Corp. at Manning, Pendennis and Healy.

Silica, Kan.—My husband died last April.—Mrs. L. M. Pratt. (Mr. Pratt sold his elvtr. at Wetmore, the last of January.)

Rago, Kan.—H. F. Braly is operating the elvtrs. he recently bot of us here and at Basil himself.—Associated Mill & Elvtr. Co.

Eskridge, Kan.—The elvtr. of the United Elvtr. Co. is nearly completed and will be managed by A. I. Makes and his son Will Makes.

Oneida, Kan.—The elvtr. of W. C. Gilmore will be completed soon. Work was started on the building last fall but there have been many delays.

Coyville, Kan.—The Associated Mill & Elvtr. Co., of Kansas City, Mo., has let contract for an elvtr. here but has not started building as yet.—H. Willoughby.

Atwood, Kan.—I am building an iron-clad elvtr. of 20,000 bus. capacity on the Orleans branch of the C. B. & Q. Will install auto dump.—Wm. Correll.

Greenleaf, Kan.—A. R. Dean, of Blue Rapids, has organized a company to build a mill and elvtr. at this point. He is pres. of the Greenleaf Mill & Elvtr. Co.

Purcell, Kan.—We have succeeded the Doniphan County Farmers Union Co-op. Ass'n at this station and I am mgr.—G. B. C. Raffner, Farmers Union Co-op. Ass'n.

Lyons, Kan.—The new 75,000-bu. concrete elvtr. of the Central Milling Co. will be complete by Sept. 15. The Burrell Engineering & Constr. Co. has the contract.

Great Bend, Kan.—H. W. Hutchinson, grain inspector at Hutchinson, has been placed in command of the new office of the department, recently opened at this point.

Frederick, Kan.—I have resigned as mgr. of the Red Star Milling Co., having bot stock in the Farmers Elvtr. Co. at Archie, Mo., where I will be mgr.—W. J. Straley.

Lyons, Kan.—H. L. Shellenberger, operating at this station as the Genesee Grain Co., has built a new office for the elvtr. It is about 30 ft. long and is of stucco finish.

Ford, Kan.—We are giving Elvtr. "B" a general overhauling and will cover it with iron siding. I will be mgr. for another year.—T. A. Rogers, Ford Co-op. Exchange.

Iola, Kan.—We are still operating an elvtr. at Neosha Falls but all our mail goes to Iola.—Finney & Co. (Mail addressed to them at Neosha Falls was returned marked "removed.")

Goodland, Kan.—We are remodeling our elvtr. and installing a Hall Distributor. The Federal Engineering Co. is doing the work.—C. C. Douglas, mgr., Goodland Equity Elvtr. Co.

Halsted, Kan.—Chris Oltmanns is not in our employ at present.—Halsted Milling & Elvtr. Co., C. J. Barkemeyer. (Mr. Oltmanns was formerly mgr. of the City Elvtr. of the company.)

Larned, Kan.—I have resigned as grain mgr. for the Rea-Patterson Milling Co. and am now managing a line of elvtrs. for the Associated Mill & Elvtr. Co., of Kansas City, Mo.—T. H. Urton.

Lyons, Kan.—The elvtr. of the Farmers Union is being overhauled and new machinery including a truck scale will be installed. A new office and a flour and feed warehouse have been built.

Plymouth, Kan.—The Farmers Elvtr. Co. will complete its new elvtr. in a few days and the machinery will be installed without delay. As soon as completed the elvtr. will be put into operation.

Pauline, Kan.—Pauline Farmers Co-op. Elvtr. & Supply Co. incorporated for \$25,000 by C. C. Witmer, F. R. Forter and others. The company recently bot the elvtr. of the Derby Grain Co. at this station.

Severance, Kan.—We do not know what caused the fire that destroyed our elvtr. July 1, because the fire occurred at midnight. Nothing was saved. Our insurance covers the cost of the elvtr. but does not leave enuf to build a new house altho we will rebuild if we can get the proper support from the farmers.—W. H. Swin, mgr., Farmers Union Co-op. Ass'n.

"EXCEPTIONAL SERVICE"

Jones-Hettelsater Const. Co.
Designers and Builders of
GRAIN ELEVATORS and FLOUR MILLS
706 Mutual Bldg., Kansas City, Mo.

Elk City, Kan.—I have sold my grain business but W. A. Willison, Glidden, Ia., who bot it, will not take possession until Jan. 1, 1921. I will be out of the grain business for a time.—C. R. Long, C. R. Long & Co.

Woodbine, Kan.—Having sold our elvtrs. to the Farmers Union Co-op. Exchange, I am going out of the grain business for at time at least.—E. W. Volkman, formerly prop. and mgr. of the Woodbine Grain Co.

Enterprise, Kan.—The Hoffman Mills Co. recently suffered a \$35,000 fire loss when one of its big storage warehouses burned. Sacks to the amount of \$15,000 were an item of the loss, which however is covered by insurance.

Hutchinson, Kan.—E. M. Anderson, formerly a grain inspector at Kansas City, has succeeded H. W. Hutchinson as inspector at this market. Mr. Hutchinson is now in charge of the office recently opened at Great Bend.

Belle Plaine, Kan.—I have resigned my position as mgr. of the Belle Plaine Milling & Grain Co., but still hold my stocks in it. E. V. Osman has succeeded me and is now in charge.—My present address is Wichita.—Jas. G. Fay.

Hutchinson, Kan.—Wallingford Bros. of Wichita have purchased a membership on the Hutchinson Board of Trade and opened a branch office in this market for buying milling and export wheat. W. T. Allen is in charge.

Geuda Springs, Kan.—The recent storm only did minor damage to our elvtr. It blew the doors off and slightly damaged a couple of bins. Blew in rain on 15 bus. of wheat which were absolutely spoiled.—John A. Probst, Probst Grain Co.

Atchison, Kan.—The Fuller Grain Co. has opened an office in the Board of Trade Bldg. and will conduct a general grain business, dealing in cash and futures. W. S. Gabel, associated with the firm since its organization, is mgr. of the Atchison office.

Sylvia, Kan.—C. G. Hopkins has leased the elvtr. of Thompson & Hinshaw and E. W. McKibbin, who has gone into business with Mr. Hopkins, will be mgr. Mr. McKibbin has been mgr. for the Farmers Grain & Supply Co. at Lambert and Yewed, Okla.

Ashland, Kan.—We have bot the elvtr. and warehouse of the Ashland Grain Co. and will operate as the Johnston Grain Co. We are installing new truck dump and scale and are building an up-to-date office. P. A. Johnston, Coldwater, bot the elvtr. but I will manage it.—C. P. Johnston.

Marysville, Kan.—The Larabee Flour Mills Corp. is now building additional storage here of 250,000 bus. capacity which will give it a 300,000 bu. capacity in all, rebuilding the water plant to treble the power and erecting a new office building of the most up-to-date type. Later the mill will also be overhauled and its capacity possibly increased.

Atchison, Kan.—At the annual meeting of the Board of Trade July 6, the following officers were elected: F. H. Mangelsdorf, pres.; C. H. Blanke, vice-pres., and C. M. Sheenan, J. W. Blair, W. S. Washer, and David Lukins directors. All officers are in the grain business with the exception of Pres. Mangelsdorf, who is a seedman. R. T. Willette is sec'y.

Topeka, Kan.—I have taken up with J. S. Hart, chief grain inspector, the matter of tacking cards on the grain doors giving shipper's weight, and he advises me that if shippers will adopt the use of these cards, he will instruct the weighmasters at all points where weighmasters are maintained, to detach card from car door before unloading, and instruct the state man in charge of unloading to advise the scale man at the beam, the content of the car in pounds, and if a variation in weight is found the car man, as well as the weighmaster, will make an investigation before the grain loses its identity to discover the cause of variation. Where there is a material difference between the shipper's tag weight and the unloading weight, the deputy weighmaster will be instructed by the Chief Inspector to make a careful examination of the car with a view of ascertaining whether the car has been repaired in transit and this evidence with the tag will be sent to the Chief Inspector's office daily by the deputy weighmasters, and the Chief Grain Inspector's office will submit this evidence to the consignee with the weight and inspection certificate. We strongly recommend the use of these cards.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

Leavenworth, Kan.—The rebuilding of the elvtr. of the Moore-Lawless Grain Co. will be completed by Sept. 1. The work, being done by James Stewart & Co., includes the installation of an entire concrete main floor in the wooden elvtr. buildings, rebuilding the elvtr. legs, enlarging the receiving pits and the erection of concrete storage tanks to have a capacity of 250,000 bus. These improvements will make this a modern plant having a total storing capacity of nearly 500,000 bus.

WICHITA LETTER.

E. R. Welsh, formerly a Kansas City grain man, is now associated with Norris Grain Co. at Wichita.

New members of the Wichita Board of Trade are F. R. Warrick, Jr., and W. T. McCauley of Kansas Flour Mills.

Wallace Branch, formerly connected with Hipple Grain Co., is now actively associated with the Warwick Grain Co.

Otto Beuke, recently admitted to membership in the Board of Trade, is now mgr. of the consignment department of the Geo. Koch Grain Co.

Clyde Whitely of the H. Q. Hay and Grain Co., has sold his membership to J. E. Nichols of Nichols-Freizen Grain Co. Mr. Nichols has made application for membership.

Several firms at Wichita have collectively secured the services of Dave Razlaff, a crop expert. Mr. Razlaff will travel thru the Northwest to keep his Wichita clients posted on crop conditions in that section.

J. B. Hupp, vice-pres. and gen. mgr. of the Kansas Flour Mills Co., died July 14 from a cerebral hemorrhage in his room at the Hotel Baltimore, Kansas City, Mo., where he had gone to attend a meeting of the Western Millers Mutual Fire Insurance Co., of which he was recently elected a director. Sec'y Ridgeway of the insurance company was with him until 12:30 p. m. and left him in seemingly perfect health, but when he returns at 1:20 he found Mr. Hupp dead. Mr. Hupp was 48 years old and had been in the milling and grain business since 1886. He first operated an elvtr. under the firm name of the Pratt Mill & Elvtr. Co. at Pratt, Kan. In 1911 this company was merged with the Kansas Flour Mills Co. and he was elected to the offices mentioned. He is survived by his wife. The funeral services were held in this city July 17, and were attended by his many friends and sincere admirers who will greatly miss him from the ranks.

LOUISIANA

New Orleans, La.—Lloyd W. Munkres, mgr. of the branch office of the Hall-Baker Grain Co., of Kansas City, Mo., at this market, has been promoted to the home office. The W. L. Richeson Co. will handle the business of the Hall-Baker Grain Co. here for the present.

MICHIGAN

Beaverton, Mich.—Beaverton Elvtr. Co. incorporated for \$50,000.

Lansing, Mich.—The Lansing Grain Co. has succeeded the Wickens Grain Co.

Eau Claire, Mich.—Farmers in this vicinity have organized a company and have taken an option on the elvtr. of the W. G. Sharpe Lumber Co.

Vermontville, Mich.—The new Citizens Elvtr. Co. has taken over the elvtr. of C. A. Anderson & Co., which it bot last March. Mack Sines is mgr.

Newaygo, Mich.—The Gleaners Clearing House Ass'n will take over the elvtr. of the Newaygo Co-op. Ass'n and will build a new and modern elvtr. on the property.

Nashville, Mich.—The Nashville Co-op. Ass'n recently bot the elvtr. of Marshall & Martens and has now bot that of Ray Townsend. It now controls both elvtrs. here.

Charlotte, Mich.—Belden & Co. have filed suit against M. J. Clay and John R. Terry for \$2,000 for non delivery of grain on contract. It is alleged that both men contracted on July 1, 1919, at Onondaga with the company's buyer, M. A. Phillips, to supply the company with rye, Clay to furnish 1,000 bus. and Terry to furnish 800 bus., at a price of \$1.25 per bus., the rye to be delivered when threshed. The grain was not delivered, it is averred, and the men have steadfastly refused to do so.

Cedar Springs, Mich.—The deal with the Co-op. Merc. Ass'n did not go thru. The company bot the Bliss warehouse and I will continue my business at the old stand.—E. A. Remer.

MARYLAND

BALTIMORE LETTER.

E. Steen & Bro. have bot the 100,000-bu. grain warehouse they have been operating under lease.

Geo. A. Hax, Sr., who has been ill for some time, is again at his desk in the office of Geo. A. Hax & Co.

Chas. D. Fenhagen, a member of the Chamber of Commerce and at one time a prominent grain broker, died recently at the age of 74 years.

MINNESOTA

Hendrum, Minn.—The Farmers Co-op. Grain Co. is repairing its elvtr.

Oklee, Minn.—Henry Falardeau is now mgr. for the Farmers Elvtr. Co.

St. Paul, Minn.—We are just completing our new elvtr. here.—Tierney & Co.

Angus, Minn.—A new spur to the elvtr. of the Monarch-Duluth Co. is being built.

New Folden, Minn.—We are installing a shipping scale.—Farmers & Merchants Elvtr. Co.

Moorhead, Minn.—The Farmers Elvtr. Co. has completed the installation of a Richardson Scale.

Callaway, Minn.—The new elvtr. of the Farmers Co-op. Elvtr. Co. is now under construction.

Waldorf, Minn.—The Hunting Elvtr. Co. has had its elvtr. thoroly overhauled by the T. E. Ibberson Co.

Racine, Minn.—The Racine Farmers Elvtr. Co. has been organized by J. F. Ballinger, E. A. King and others.

Faribault, Minn.—The Rice County Farmers Buro has formed a mutual elvtr. company here and will build an elvtr.

Matawan, Minn.—The Hunting Elvtr. Co. has just completed general repairs on its elvtr. T. E. Ibberson did the work.

Gray Eagle, Minn.—The elvtr. of the Tanner Elvtr. Co., which was recently badly damaged by a cyclone, is being torn down.

Madison, Minn.—I am now located at this point.—A. M. Sorenson, formerly mgr. for the Farmers Elvtr. Co., Carlyle, S. D.

Manley, Minn.—The Farmers Elvtr. Co. of Valley Springs, S. D., has bot an elvtr. here and has put the house in good repair.

Sacred Heart, Minn.—S. A. C. Mostus, formerly mgr. for the Farmers Elvtr. Co., has just bot the elvtr. of the Crown Elvtr. Co.

Elysian, Minn.—Mail addressed to Geo. Murray, who was reported to be about to build an elvtr. here, has been returned "unclaimed."

Madison, Minn.—We are installing a new 10-ton Fairbanks Combination Dump and are building a new office.—Heinzen & Jacobson.

Alden, Minn.—Carl Nelson will be mgr. for the elvtr. recently purchased at this station by the Speltz Grain & Coal Co., of Albert Lea.

Lancaster, Minn.—The Farmers Co-operative Elvtr. Co. has recently completed arrangements for general repairs with the T. E. Ibberson Co.

Breckenridge, Minn.—The Co-op. Elvtr. Co. is building a new \$4,500 feed mill. It will be 16x32 ft. and will be built as an addition to the elvtr.

Greenbush, Minn.—Mail addressed to T. K. Bily, former agt. Red Lake Falls Mig. Co., is returned marked, "Removed. Present Address not Known."

Ellsworth, Minn.—The Davenport Elvtr. Co. has not sold its elvtr. here as has been reported, but did sell a house at Midland, Ia.—B. J. Murray, agt.

Granada, Minn.—The elvtrs. bot and merged at this station by the Farmers Elvtr. Co. were those of the Granada Grain & Implement Co. and Geo. E. Winzenburg.

Howard Lake, Minn.—The Farmers Co-op. Elvtr. Co. has bot the elvtr. of the Cargill Grain Co. and will install motors and build a storehouse for the handling of feed, etc. The coal sheds will also be enlarged. It is that that the house will be ready for business Aug. 1.

New Prague, Minn.—The New Prague Flouring Co. is now operating the elvtr. of Wrabek & Co., who have retired from the grain business after 30 years of operation.

Lismore, Minn.—Greig & Zeeman are installing electric motors in their elvtr. I have succeeded G. H. Plomason as mgr. for the Farmers Elvtr. Co. here.—E. W. Eaton.

Stewartville, Minn.—The Farmers Elvtr. Co. will build a re-inforced concrete storage tank with motor driven conveyor belts, as an addition to its elvtr. D. F. Hoag has the contract.

East Grand Forks, Minn.—Work has been started on the new elvtr. of the Farmers Co-op. Marketing Ass'n, Grand Forks, N. D. The elvtr. burned in May and it has taken almost 2 months to clean up the debris.

Prior Lake, Minn.—The elvtr. of Costello Bros., operated as the Prior Lake Elvtr., will be closed for the summer and will be overhauled and repaired during that time. A 6-ton Wagon Dump Scale will be installed.

French (Fergus Falls p. o.), Minn.—Our 15,000-bu. cribbed elvtr. burned recently but we have already let contract for a 24,000-bu. house to replace it and work has been started. L. Beuge is the contractor. We will use the old engines and the cleaner but will have to have new cups and belts. Will install a Fairbanks Scale.—O. E. Thurman, mgr., French Trading Co.

DULUTH LETTER.

The last membership sold on the Board of Trade brot \$6,500.

M. G. Wisted, formerly cash buyer for the Van Dusen-Harrington Co., is now recorder in the office of the sec'y.

C. C. Baker and H. S. Stoker have succeeded Ward A. Brown and M. G. Wisted as cash buyers for the Van Dusen-Harrington Co.

Ward A. Brown, formerly cash grain buyer for the Van Dusen-Harrington Co., is now cash buyer and pit man for McCarthy Bros. & Co.

A new pit has been installed on the trading floor of the exchange for trading in rye, barley, flax and wheat futures. It is elliptical in shape and one end is used for wheat, the other for the coarse grains.

Hadley Hanson is now mgr. for Logan & Bryan at this market, having taken the wire over from H. S. Newell & Co., who became correspondents for Logan & Bryan after the Paine Commission Co. went out of business.

John Cross, now Major Cross, who formerly operated at this market, has returned to this city and plans to get into the grain business again. For the last 2 years he has been practically disabled from a fall he received from a hospital train while on duty "over there," but he has fully recuperated in California and is now ready to begin again.

Applications for traveling licenses are being made to the Board of Trade in large numbers. Some of the applications follow: W. E. Cummings, S. L. Johnson, M. E. Shriver and L. S. Russell with McCarthy Bros. & Co.; J. L. Kilhion, George B. Rait and E. O. Dilling, with the Van Dusen-Harrington Co.; Harvey Webster and Thomas Flood, with the Cargill Commission Co.; Martin Anderson, with the Anderson Grain Co.; J. E. O'Hara, with Carter, Sammis & Co.; George A. Bailey, George L. Lare and A. Hammingson, with the McCaull-Dinsmore Co.; A. White, with the Imperial Elvtr. Co.; James Hackney and Louis P. Branca, with Ely, Salyards & Co.; W. W. Kingsbury, with Winter-Truesdell-Ames Co.; H. B. Blockey, with the Bartlett-Frazier Co.; L. H. Smith, C. B. Nupen and J. O. Hagebak, with Benson-Stobek Co.; L. P. Cannon, T. C. Thomas, C. W. Hughes, Knute Melby and A. D. Anderson, with the Tenney Co.

MINNEAPOLIS LETTER.

The Globe Elvtr. Co. has increased its capital stock from \$900,000 to \$1,300,000.

B. L. Simmons recently resigned as sec'y-treas. of Nye, Jenks & Co., after 30 years service.

The Monarch and Republic elvtrs. are now closed for repairs and will not be opened until further notice.

E. M. Larson, sec'y of Henry Rang & Co., Chicago, has bot a membership in the Chamber of Commerce here.

Members of the Chamber of Commerce, by a margin of 1 vote, refused to give the board of directors authority to stop trading in wheat futures if it thot a crisis was at hand.

Millers made so strenuous a protest against the plan of the Chamber of Commerce to make winter wheat applicable on wheat futures contracts here that the plan was withdrawn for the present.

MISSOURI

Harwood, Mo.—The Farmers Exchange will build a new \$15,000 elvtr.

Maryville, Mo.—The Farmers Exchange will build a \$40,000 elvtr. here.

Buell, Mo.—The Farmers Elvtr. & Supply Co. has increased its capital stock to \$10,000.

Hurdland, Mo.—The Farm Club of this section has bot the elvtr. of J. M. Hedgcock.

Anabel, Mo.—A new elvtr. is being built here. The foundation has already been completed.

Hagers Grove, (R. F. D. Clarence), Mo.—The elvtr. of the Farmers Elvtr. Co. is nearing completion.

Clinton, Mo.—Mann Grain Co. incorporated for \$30,000 by A. J. and Howard H. Mann and Fred L. Cook.

Foristell, Mo.—Producers Grain Co. incorporated for \$6,000 by farmers and business men of the vicinity.

Eldorado Springs, Mo.—The Producers Grain Co., incorporated for \$15,000, by farmers and business men in the vicinity.

Kenoma, Mo.—The Producers Grain Co. has bot the elvtr. of Harris & Hough. S. H. Cotterville is mgr.—W. R. Harris.

Agency, Mo.—The Agency Elvtr. & Grain Co. incorporated for \$20,000 by Geo. Helm, O. Mitchell and Frank W. Gilmore.

Deepwater, Mo.—The Mann Grain Co. is making improvements in its elvtr., putting in new floors and painting inside and out.

California, Mo.—The Kuhlmann & Meyer Milling Co has closed its plant while needed repairs and improvements are being made.

Iantha, Mo.—Thos. E. Keithley is mgr. for the Farm Producers Grain Co. which recently bot my elvtr. and is now in possession.—Sterling Stewart.

Montrose, Mo.—The Farmers Co-op. Ass'n succeeded us July 1st and is now operating our old elvtr., warehouse, etc.—Montrose Farmers Elvtr. & Supply Co.

Bigelow, Mo.—I am now mgr. for the Farmers Elvtr. Co. here.—H. E. Combs, formerly mgr. for the Longmont Farmers Milling & Elvtr. Co. at Daily, Colo.

*Boonville, Mo.—The Farmers Elvtr. Co. is remodeling the elvtr. it recently bot from the Boonville Elvtr. Co., Jas. L. Kruger, prop. Many improvements will be made.

Archie, Mo.—I have resigned as mgr. for the Red Star Milling Co. at Frederick, Kan., and have bot stock in the Farmers Elvtr. Co. here. Will be mgr. of company.—W. J. Staley.

Sweet Springs, Mo.—The elvtr. of the Sweet Springs Milling Co. is completed with the exception of the head house and that will soon be finished. The Monolith Builders are doing the work.

Mayview, Mo.—I am now bookkeeper and gen. mgr. for the Farmers Ass'n here.—W. D. Bastian. (He was formerly bookkeeper and treas. of the Farmers Ass'n at Lexington, Mo., and after leaving them spent a long vacation at Concordia, Mo.)

KANSAS CITY LETTER.

D. C. Logan will travel Kansas and Missouri wheat territories for us, soliciting consignments, etc.—B. F. Hargis Grain Co.

Chas. Avery, formerly treas. of the Thresher-Fuller Grain Co., is now connected with the milling end of Armour Grain Co. in the Kansas City office.

The generator at the elvtr. of the Norris Grain Co. was struck by lightning during a heavy storm recently and damages amounted to about \$1,500.

F. R. Warrick was mgr. of the Terminal Grain Corporation at Sioux City, Ia., but he is now associated with our firm.—Thresher-Fuller Grain Co. (He was recently admitted to membership in the Board of Trade.)

The first trade in December wheat made at the opening of the future market in this city July 15th, was made between John Wollcott, buyer for the Armour Grain Co., and E. O. Bragg. The sale was 5,000 bus. at \$2.69.

We opened an office in the Board of Trade Annex July 15 and will conduct a general grain commission business. We are members of the Exchange. Max T. Moritz is in charge with B. H. Henley as ass't.—C. Moritz & Co.

The city council is considering a special ordinance which if adopted will place a tax of \$100 per annum on a grain broker doing a gross business of \$200,000 per year, \$200 for amounts over \$200,000, and \$250 per year for elvtrs. in the city.

Work on the new plant of the Lysle Milling Co. at North Kansas City has commenced. The plant, which will be built with 1,500-bbls. daily grinding capacity and with a grain storage space for 250,000 bus., is to cost approximately \$600,000.

ST. JOSEPH LETTER.

The Herries Grain Co. has succeeded the Herries Bros. Grain Co., W. E. Herries having left the firm to become associated with the Kellogg-Huff Grain Co.

I sold my elvtr. at Sedgwick, Kan., and have entered the grain business here on my own account, operating as the Heald Grain Co., with offices in the Corby-Forse Bldg.—G. E. Heald. (He has applied for membership in the Grain Exchange on transfer from Wm. Snyder.)

St. Joseph, Mo.—Glenn G. Geiger has bot an interest in the Penny Grain Co., recently established here, and will represent the company on the road. He was formerly a traveling representative for the Geiger Grain Co. S. A. Penny, the other partner, was a charter member of the Grain Exchange and has been active in the grain trade here for years.

The personnel of the recently incorporated Kellogg-Huff Commission Co. is as follows: W. L. Malkemus, pres.-treas.; C. H. Appel, asst. sec'y; E. W. Lorch, asst. treas.; and C. J. Gundelfinger, formerly operating as Newman & Malkemus at St. Louis, which firm has been discontinued. W. T. Lingle, Bethany, Mo., vice-pres.; W. M. Huff, St. Joseph, Mo., sec'y; B. W. Welsh, St. Joseph, Mo., associated with Kellogg-Huff Grain Co. We have opened a seed and hay dept. of which H. E. Herries, formerly with Herries Bros. Grain Co., is mgr.—Kellogg-Huff Grain Co.

ST. LOUIS LETTER.

J. Millard Jefferson is operating a new company here under the name of the Missouri Grain Co.

Sol Shlachman has bot a membership in the Merchants Exchange and will be "pit man" for Jos. Newell after Aug. 1.

Chas. G. Mulligan has been charged with "unmercantile conduct" and may be expelled from membership in the Exchange.

D. J. Rooter has applied for membership in the Merchants Exchange on transfer of the membership of Chas. Schacht which he recently bot.

W. H. Bartz, of Des Moines, has bot the membership of W. G. Goy, Tabor, Ia., in the Merchants Exchange and has been admitted to membership.

Milton Veninga has succeeded W. E. Stewart as representative of E. F. Leland & Co. here. Mr. Stewart has gone to New York to represent another firm on that market and a new director for the Exchange will have to be elected to take his place.

MONTANA

Wibaux, Mont.—H. M. Cummings is sec'y-treas. of the Wibaux Co-op. Elvtr. Co.

Molt, Mont.—The elvtr. of the Farmers Elvtr. Co. will be opened this fall with C. W. Lee as mgr.

Outlook, Mont.—I have succeeded F. G. Welsh as mgr. for the Occident Elvtr. Co. here.—F. O. Torno.

"HAY! Ship Us YOUR GRAIN"
GORDON-WATTS GRAIN CO.
 Successors to T. P. Gordon Comm. Co.
ST. JOSEPH MISSOURI

Medicine Lake, Mont.—Emmett Gormley has been elected sec'y-treas. of the Lake Milling & Elvtr. Co.

Forsyth, Mont.—The report that an elvtr. was burned at this station is wrong. No elvtrs. have been destroyed.

Great Falls, Mont.—The W. C. Mitchell Co. has succeeded Randall, Gee & Mitchell Co. at this point and I am mgr.—W. A. Day.

Great Falls, Mont.—W. G. Kirkpatrick has succeeded John McVey as general supt. for the elvtrs. of the Rocky Mountain Elvtr. Co. He was formerly with the Woodward Newhouse Co. at Lewistown.

Belt, Mont.—M. M. Moser is again with us working as mgr. of the elvtr. and expects to remain here for some time.—Belt Farmers Mill & Elvtr. Co. (Mr. Moser has recently been managing a house for the Mark P. Miller Milling Co. at Moscow, Ida.)

NEBRASKA

Sumner, Neb.—The Trans-Mississippi Grain Co. has no agt. here.

South Bend, Neb.—The Farmers Co-op. Grain Co. has been dissolved.

Malmö, Neb.—The Duff Grain Co. has bot the elvtr. of the Railsback Grain Co. here.

Shelton, Neb.—The Trans-Mississippi Grain Co. has discontinued operations at this station.

Fitley, Neb.—The Farmers Co-op. Co. is the new name for the Farmers & Merchants Elvtr. Co.

Gurley, Neb.—Bert Steel and Jos. C. Nelson are interested in building an elvtr. at this station.

Riverdale, Neb.—Roy Taylor, of Cozard, has succeeded H. Boland as mgr. for the Farmers Elvtr. Co.

Cheney, Neb.—I am still running my house here with W. H. Kirtley as mgr.—T. C. Wilson, Omaha.

Lodge Pole, Neb.—A. R. Jameson, Jr., is the new mgr. for the Farmers Union Co-op. Grain & Stock Ass'n.

Holbrook, Neb.—The Farmers Union Co-op. Elvtr. Ass'n will increase its capital stock from \$10,000 to \$40,000.

Leshara, Neb.—The Duff Grain Co. of Nebraska City has bot the elvtr. of the Railsback Grain Co. at this point.

Walthill, Neb.—The elvtr., warehouse, office and cribs of the Farmers Grain Co. will be sold.—Wm. Wingett, pres.

Lawrence, Neb.—Leady Mort, mgr. for the Duff Grain Co. at this point, was recently married to Miss Ruby Redinger.

Sidney, Neb.—The Nebraska-Colorado Grain Co. incorporated for \$100,000 by I. G. Lowe, F. L. Whitelock and J. T. McIntosh.

Randolph, Neb.—The elvtr. of the McCaul-Webster Elvtr. Co. at this station is closed.—C. L. Graves, mgr. Graves Grain Co.

Barneston, Neb.—The Farmers Co-op. Union Ass'n has been incorporated by Frank Malicky, pres., and L. G. Bromell, sec'y.

Hyannis, Neb.—J. H. Minor has completed his new elvtr. and will soon have it in operation. All that it needs now is a coat of paint.

Gering, Neb.—The Gering Lumber Co., which operates a 10,000-bu. elvtr. here, is owned and operated by the C. N. Deitz Lumber Co. of Omaha.—X.

Coatesville, Neb.—C. B. Leth has resigned as mgr. for the Farmers Grain & Supply Co. and will be connected with two produce companies at Grand Island.

Gothenburg, Neb.—The plant of the Platte Valley Mill & Elvtr. Co., which burned Sept. 26, 1919, has not been rebuilt and the company is out of business.

Madrid, Neb.—The O. M. Kellogg Grain Co. is overhauling its elvtr. here and installing Hall Signal Distributor, 10-ton truck scale and combination wagon and truck dump.

Wood River, Neb.—I am now mgr. of the Co-op. Grain Co. here.—A. F. Hein. (Formerly mgr. for the Farmers Educational and Co-op. Union at Grand Island. He succeeds E. L. Thelen here.)

Grand Island, Neb.—S. Y. Bryson has succeeded me as mgr. for the Farmers Educational & Co-op. Union at this point.—A. F. Hein, now mgr. for the Wood River Co-op. Grain Co., Wood River.

Lincoln, Neb.—Elvtr. operators of the state are making applications for licenses which, under the state law, give them the right to charge for storing grain. Twenty-two applications have been made so far.

Hastings, Neb.—C. Moritz, of the C. Moritz Grain Co., will now manage the office of the company here. Max, his son, has decided to make Kansas City, Mo., his home, where he has opened an office in the Board of Trade and is operating as C. Moritz & Co. Otto, his other son, will remain here to help his father. Mr. Moritz, Sr., has been in the grain business in Nebraska for 25 years or more.

Omaha, Neb.—The baseball team of the Albers Commission Co. played its 3'd game with the Maney Grain Co. team July 12 and won by a score of 4 to 2. The latter team challenged the Albers team some time ago and won the first victory by a close score of 7 to 6. The 2'd game went to the Albers players on a 9 to 5 score and when the Maney boys asked for a tie game, they were beaten again, leaving the Albers champions of the city. Batteries are Maney, "Ole" Brewick and Hiram and for Albers, Murphy Rosenberg and Guinan. The champions now challenge any Grain Exchange ball team for the Grain Exchange Championship.

NEW ENGLAND

Bridgewater, Conn.—Carl Simpson, employed in the elvtr. of the Eastern Grain Co., narrowly escaped death when he slipped and fell into a large bin, temporarily filled with bran. He was quickly buried out of sight but fellow workmen heard his cries and shoveled him out with great difficulty. When reached he was unconscious and one arm was broken. He was also bruised and almost crushed by the weight of the bran.

Middletown, Conn.—Orrin E. Stoddard died at his home recently after an illness of several weeks' duration. Mr. Stoddard engaged in the grain business on a small scale in 1865, after he was discharged from the Union Army with which he served thru the entire Civil War, in California but in 1869 he came back east and formed a partnership with Geo. T. Meech, the firm operating as Meech & Stoddard. He retired from the business which is now conducted by Mr. Meech's sons, in 1903, but the firm is still Meech & Stoddard, Inc. He is survived by his widow and 4 daughters.

NEW YORK

BUFFALO LETTER.

We have changed the name of our company to Seymour-Wood Grain Co.—Seymour Grain Co.

H. A. Lutz, Harry A. Smith and Stuart H. Clement have applied for membership in the Corn Exchange.

Buffalo, N. Y.—R. W. Searle, one of the best known dealers in the grain marts, is dead at the age of 51. He was ill only a few days.

Buffalo, N. Y.—A mill and elvtr. on concrete pile construction will be built by the Hecker-Jones-Jewell Milling Co. at this port on the outer harbor. Bids for the construction work have been solicited.

NEW YORK LETTER.

The partnership of Morriss & Wilmarth, grain and commission brokers, has been dissolved by mutual consent.

The Transatlantic Brokerage & Export Co. has been organized by Robt. Edelstein and several large elvtr. interests. The company will conduct business on a commission basis only.

Edward A. Weed, for many years with the Nye-Jenks Grain Co. but now with the Grain Export Co., Inc., has been admitted to membership in the Produce Exchange. Geo. E. Cathcart is also a new member.

Applicants for membership in the Produce Exchange are: Watson S. Moore, Duluth; Edward Weismann and John Brown, Richard F. Bausman has applied for readmission. He was during the war with the Food Administration Grain Corporation.

Thos. P. Readdy, for many years representative of grain firms here and lately with Thomson & McKinnon, has resigned and will succeed Chas. E. Treloar as local mgr. for Stein, Alstrin & Co., Mr. Treloar having severed his connection with that firm. P. W. Cashman, for 9 years in the grain trade at Toronto, has succeeded Mr. Readdy.

NORTH DAKOTA

Cooperstown, N. D.—W. Chamley has bot an elvtr. here.

Haynes, N. D.—Fred Wehsner will be mgr. for the Farmers Elvtr. Co. this year.

Van Hook, N. D.—F. L. Elam has been re-elected mgr. for the Farmers Elvtr. Co.

Temvik, N. D.—The elvtr. of the Farmers Elvtr. Co. burned with a loss of \$100,000.

Washburn, N. D.—C. P. Nupper and T. Stafflein have bot the elvtr. of O. V. Bowman.

Venlo, N. D.—The elvtr. of the Farmers Elvtr. Co. was burned recently with a loss of \$10,000.

Selz, N. D.—Mail addressed to the Farmers Elvtr. Co. is returned marked "No such party here."

Medberry, N. D.—Mail addressed to the Medberry Elvtr. Co. is returned marked "Not in business."

Ashley, N. D.—Peoples Elvtr. Co. incorporated for \$25,000 by J. H. Wishek and W. L. Johnson.

Norma, N. D.—The Minnetonka Elvtr. Co. has built a new foundation and moved its elvtr. on to it.

Hettinger, N. D.—M. Otos, formerly of Brisbane, is now mgr. for the Hettinger Equity Elvtr. Co.

Cando, N. D.—We are building an office and installing a new 25-h.p. oil engine.—Cando Grain Co.

Flora, N. D.—No new elvtrs. or new machinery to be installed. Will repair gas engine.—Flora Elvtr. Co.

Woodhull, N. D.—The elvtr. of the National Elvtr. Co., containing 2,000 bus. of grain, burned recently.

Corinth, N. D.—Corinth Grain Co. incorporated for \$16,000 by T. G. Winter, L. C. Truesdale and C. B. Askelson.

Guelph, N. D.—I have been retained as mgr. for the Farmers Elvtr. Co. at an increased salary.—H. B. Lee, mgr.

Hettinger, N. D.—There will be no building or repairing done here and very little new machinery installed.—J. F. Tracy.

Perth, N. D.—M. Wold has bot our elvtr. and we will give possession Aug. 15.—R. J. Loudon, mgr. Farmers Elvtr. Co.

Mapleton, N. D.—The Farmers Elvtr. Co. is overhauling its elvtr. The Northwestern Elvtr. & Supply Co. has the contract for the work.

Milner, N. D.—The Farmers Grain & Trading Co. at this point has arranged with the T. E. Ibberson Co. to do some repairs to its elvtr.

Rugby, N. D.—The elvtr. of the Dakota Land & Cattle Co. here will be wrecked by the T. E. Ibberson Co. which has the contract for the work.

Niagara, N. D.—I have succeeded H. C. Williams as mgr. of the St. Anthony & Dakota Elvtr. Co., having transferred from Petersburg, N. D.—E. F. Lind.

McVile, N. D.—The elvtr., recently purchased by us at this station was operated as the McVile Grain & Milling Co. and was owned by H. H. Knifel.—Freeborn Elvtr. Co.

Jud, N. D.—I am now operating the elvtr. I bot of H. E. Putman last February, as the Jud Grain Co.—Stanley Jackson, former mgr. of the Farmers Equity Elvtr. Co. at Moselle, Wyndmere p. o.

Petersburg, N. D.—I have been transferred from this station to Niagara, N. D., and will take charge of the company's elvtr. at that point.—E. F. Lind, mgr., St. Anthony & Dakota Elvtr. Co.

Fairmont, N. D.—P. G. Miller, of Raymond, S. D., has bot the elvtr. of the Woodward Elvtr. Co., O. M. Woodward, prop., and will operate it as the Fairmont Grain Co. The elvtr. will be repaired at once.

Moselle (Wyndmere p. o.), N. D.—I have resigned as mgr. for the Farmers Equity Elvtr. Co. here and Geo. Hillier has succeeded me. I will be located at Jud, where I have bot an elvtr. that I will operate as the Jud Grain Co.—Stanley Jackson.

Prosper, N. D.—The Equity Elvtr. & Trading Co. has installed a new cleaner. We are changing mgrs. as I have resigned and am leaving after 5 years service. No new mgr. has been checked in yet.—J. H. Porter, mgr. Prosper Farmers Elvtr. Co.

Lark, N. D.—Mail addressed to the Lark Equity Co. is returned marked "unclaimed," "out of business."

Conway, N. D.—The Conway Grain Co. will reopen its elvtr. soon with S. R. Hanson in charge.—Lybeck Grain Co., G. A. Fox, agt.

Harlow, N. D.—The elvtr. of the Farmers Elvtr. Co. is closed but will be opened about Aug. 1 with a new mgr. I left there some time ago and am now mgr. of the Farmers Equity Co. at Doyon.—Ing. Iverson.

Colfax, N. D.—The Farmers Elvtr. Co. has let contract for the remodeling of its elvtr. and the installation of new scales and a Benson Auto Dump. The Grain Dealers Supply Co. will do the work.—Henry Krogstad, mgr.

Doyon, N. D.—I succeeded James Hayes as mgr. of the Farmers Equity Co., Mr. Hayes succeeding A. E. Odegaard, who is now out of the grain business.—Ing. Iverson, formerly mgr. of the Farmers Elvtr. Co. at Harlow, N. D.

Great Bend, N. D.—The Farmers Mill & Elvtr. Co. is now at work on a 10,000-bu. addition to its elvtr. which is to be equipped with electricity. New machinery is being installed. The Northwestern Elvtr. & Supply Co. has the contract.

Napoleon, N. D.—The Supreme Court of North Dakota has affirmed the decision of the lower court in the suit by Stair, Christensen & Timerman against Joseph Marquart, operating an elvtr. here, to recover the proceeds of a car of oats shipped by one Decker and erroneously credited to Marquart on the books of the commission firm. In defense Marquart alleged that he had shipped two cars of wheat which had never been accounted for, but the station agent testified against him.

Wales, N. D.—The elvtr. of the Northwestern Elvtr. Co. burned July 8 and is a total loss. The fire is believed to be of incendiary origin as it is the second time in 2 weeks that the elvtr. was on fire. The first time the blaze was discovered by the agt. in time to save the building. In the former instance kerosene had been poured about to hurry matters and the structure would have burned had not the agt. found occasion to go to his office on an errand at the opportune time. The loss in this case of the elvtr. company is heavy.

OHIO

Payne, O.—The Payne Equity Exchange will build warehouse here.

Clyde, O.—We will build an elvtr. at this point.—Reel Milling Co.

Stryker, O.—The Farmers Elvtr. Co. has bot the elvtr. of S. P. Louys.

No. Baltimore, O.—Kalmback & Dreher are building a warehouse and office.

Greenville, O.—J. C. Cole & Sons have bot the elvtr. of J. W. Mendenhall.

LeMoyné, O.—The Farmers Elvtr. Co. is planning to build an elvtr. here.

Hoytville, O.—The Robinson Grain Co. of Deshler is building an elvtr. here.

Grand Rapids, O.—The Farmers Grain Co. may rebuild its elvtr. at this station.

Foraker, O.—I am now mgr. for the Foraker Farmers Exchange Co.—Eugene Stoll.

Monroeville, O.—The Horn Bros. Co. has increased its capital from \$50,000 to \$100,000.

Laura, O.—I have bot the elvtr. of Henderson & Coppock and am now in possession of it.—W. C. Mote.

Kingsway, O.—The Kingsway Grain Co. has sold its elvtr. to us.—Peoples Elvtr. & Supply Co., Fremont.

Cleveland, O.—We have moved to new quarters and are now in the Guardian Bldg.—H. M. Strauss & Co.

Luckey, O.—The Martin Co. has sold its elvtr. to the Farmers Exchange Co.—W. H. Slaybaugh, mgr.

Eldorado, O.—W. E. Schleintz, formerly of Fred Schleintz & Son, is now mgr. of the Farmers Elvtr. Co. at Eaton.

Westville, O.—The Westville Farmers Exchange Co. has been organized with a capital stock of \$50,000. An elvtr. will be built. I. S. Barnes, Carl Pinney and others are interested.

Willshire, O.—We sold our holdings here and at Schumm to the Farmers Equity Union and have bot an elvtr. at Van Wert. L. S. Brandon, our mgr., will go with us.—Willshire Grain Co.

New Weston, O.—We have sold our elvtr. to the Farmers Central Grain Co.—Philip Fortman, mgr. New Weston Grain Co.

Farnham (Custer p. o.), O.—C. A. Heigel, of Leipsic, has bot the elvtr. of N. G. Bennett at this point. It is the only elvtr. here.—X.

Agosta, O.—We have bot the elvtrs. of J. P. Barnthouse & Son here and at Decliff.—A. J. Manley, vice-pres., Farmers Elvtr. Co., LaRue.

Ashville, O.—We are still at work on our new elvtr. and will install machinery soon.—Sciota Grain & Supply Co. (Elvtr. was started in April.)

Browns Sta. (R. R. office), Rex p. o., O.—I am now operating the house at this station as I have succeeded Morris & Studebaker.—J. B. Studebaker.

Ada, O.—The Farmers Equity Exchange has bot the elvtr. and mill of The Ada Grain Co., owned by W. J. and J. D. Judkins and I. Burkholder. The price was \$18,000.

Wellington, O.—I am installing one stand of elvtrs. and an automatic scales and will later put in a cleaner. Have increased the storage capacity to 20,000 bus.—J. W. Greenfield.

Green Creek (Fremont p. o.), O.—We are overhauling and improving our elvtr. and will install electric motors. We are also making some additions.—Green Creek Elvtr. Co.

Kenton, O.—Altho we have been in the grain business since 1875, we have been interested in onions for the last 18 years and have abandoned the grain for the onions, so are out of the grain business.—J. B. Seymour.

Lima, O.—The Gable-Paine Co. has succeeded the T. P. Riddle Co. C. H. Gable, formerly of C. M. Gable & Co., and C. M. Paine, for a number of years with Mr. Riddle, compose the new firm. Mr. Riddle has moved to Clear Lake, Ind.

Kingston, O.—The Kingston Grain Co. incorporated for \$50,000 by H. E. Jones, A. W. Jones, wife and two daughters, and Christian Margraf. It will operate here and at Kinnikinnick. The firm was formerly known as Jones & Margraf.

Middlepoint, O.—Mr. Felger has not been mgr. of our company since Mar. 1, 1919. He was succeeded by H. C. Collins, who in turn was succeeded by myself, Mar. 1, 1920.—Jesse A. Stemen, mgr. Middle Point Equity Exchange Co.

Thurston, O.—We have formed a new company for grain handling at this station which will be operated as the Thurston Elvtr. Co. H. I. Turner is mgr. The elvtr. now under construction will have 20,000 bus. capacity.—E. L. Troup, Pleasantville Mill Co., Pleasantville.

Kings Creek (Urbana p. o.), O.—We are not yet engaged in the grain business as we could not raise the money to buy the elvtr. we wanted. We will, however, build a new one in the near future. The company has been incorporated for \$20,000.—Harvey Swisher, sec'y, Farmers Elvtr. Co.

Delphos, O.—The old mill of Dolby & Martin has been torn down since W. T. Dolby died, about the first of the year. He did not, however, operate it last year. The Geo. F. Lang Milling Co. has dismantled its mill and torn its elvtr. down also and now operates the elvtr. at Venedosia, O., only.—Garman Grain Co.

Toledo, O.—Fred J. Wilkinson, who has been for the last 16 years connected with the Pad-dock-Hodge Co., as traffic mgr., has now joined our forces in capacity of traffic mgr. and general utility man. He is here to make Rice Grain Co. service more complete and we are figuring on his going out and getting acquainted with the trade in the very near future. We know that his experience in his former position will make him a valuable man for ourselves, as well as our customers.—Geo. D. Goodman, mgr. Rice Grain Co.

Kyle, O.—The elvtr. of Cass M. Elliott, which had just been emptied and put into repair for the handling of the new crop, burned at midnight, July 16, causing a loss of \$10,000, which is partially covered by insurance. Water barrels stood on every floor of the building ready for use but no one could find the buckets and the fire had spread beyond control before help reached it. The house was of wood, covered with iron siding. The building had been securely locked against tramp invasion and the origin of the blaze is causing a great deal of speculation.

Fremont, O.—We are installing a Randolph Drier in our elvtr. here.—O. J. Stierwalt, mgr., Peoples Elvtr. & Supply Co.

Malinta, O.—The elvtr. of the Farmers Elvtr. Co. will be improved. The Gleaners Clearing House Ass'n has control of the elvtr. and our local mgr. is R. G. Russell.—O. M. Reimund, sec'y.

Van Wert, O.—We have bot an elvtr. here and will operate it as the Van Wert Grain Co. L. S. Brandon, our mgr. at Willshire, is in charge here.—Willshire Grain Co., formerly at Willshire and Schumm.

OKLAHOMA

Kinlock, Okla.—There are no grain firms at this station.—J. W. Mundy.

Weatherford, Okla.—We have installed a Globe Dump.—White Lumber Co.

Grandfield, Okla.—Mail addressed to the Grandfield Elvtr. Co., is returned "Unclaimed."

Dill City, Okla.—The Farmers Co-op. Ass'n has bot the elvtr. of the Cox-Henry Grain Co.

Perry, Okla.—We have sold our entire plant and are out of the grain business.—Perry Mill Co.

Newkirk, Okla.—The elvtr. of the Farmers Elvtr. & Supply Co. is being overhauled and repaired.

Choteau, Okla.—Farmers Co-op. Grain Co. incorporated for \$25,000 by H. T. Walsh, A. P. Nelson and others.

Belva, Okla.—The Alva Cotton Co. is out of business here. The Alva Roller Mills, Alva, have the only elvtr. here now.—X.

Blanchard, Okla.—Geo. Marsh, of Weynoka, has bot the interest of G. W. Binyon in the Binyon Grain Co. and will be mgr.

Shattuck, Okla.—We will operate the elvtrs. we bot at this point and at Glazier, Tex., under the firm name of J. M. Higgins Grain Co.—J. M. Higgins.

Adair, Okla.—We have succeeded Mohn & Rinker and are now in possession of the elvtr. I am agt.—P. V. Sutton, agt. Mayes County Farmers Co-op. Ass'n.

South Coffeyville, Okla.—The elvtr. of J. T. Jamison has been purchased by the Nowata County Farmers Co-op. Ass'n and Mr. Jamison has been retained as mgr.

Darrow, (Homestead, p. o.), Okla.—Mail addressed to Ray Bender, formerly agt. for the Arkansas Milling Co. at this point, has been returned, marked "Removed."

Frederick, Okla.—The farmers have bot the elvtr. formerly owned by Huffine & Co. and will operate under the name of the Frederick Grain & Cotton Co.—E. O. Billingslea Grain Co.

Pryor, Okla.—The Farmers Co-op. Co. has bot the elvtr. of O. O. Snyder at this station. Mr. Snyder is retiring from the grain business after 25 years in it and will locate in Kansas City, Mo.

Hastings, Okla.—We have bot the elvtr. of Ed Burson at this station and are operating it. I am a partner in the firm and will move to this city and take charge of the elvtr.—Roy Frymire, mgr. Nelson Grain Co. at Hastings.

Elk City, Okla.—The American Milling Co. is building a 20,000-bu. elvtr. addition at this station and is completing an elvtr. at Carpenter and Texola. Later on the company will build elvtrs. at Sayre and at Erick. The line houses are all of 10,000 bus. capacity.

Lambert, Okla.—E. W. McKibbin has bot an interest with C. G. Hopkins at Sylvia, Kans., and will manage the elvtr. recently leased at that point. He was formerly mgr. for the Farmers Grain & Supply Co. here and at Yewed. No successor has been secured here.

Amorita, Okla.—The plant of the Amorita Milling Co., which has been closed for some time for a thoro overhauling, is again in operation. Ira M. Morris is mgr. of the Choctaw Grain Co. here. I have resigned as mgr. of the Vance Grain Co. at this station and shall be temporarily at Perry, Okla.—H. M. Heimicke.

Imo, Okla.—I built my elvtr. in 1914 and have operated it ever since under my name. In 1919 Bennett Grain Co. built an elvtr. and it was later sold to the farmers and is now operated by them under the name of the Imo Terminal Elvtr. Co. There are just 2 elvtrs. at this location. Imo is the postoffice name for this place while the Frisco operate it under the name of Fritz.—W. B. Johnston, Enid.

Carmen, Okla.—Mail addressed to the Cox-Henry Grain Co. at this station, should be addressed to them at Enid, Okla.

Ketchum, Okla.—I will repair the elvtr. I bot of the Ketchum Grain Co. and put in a side line of flour and feed.—C. R. Spradlin.

Enid, Okla.—The W. M. Randels Grain Co. was incorporated for \$200,000 on July 1. The incorporators are W. M. Randels, E. A. Randels, and Jessie Marie Worcester. I, of course, hold all the stock excepting \$5,000. E. A. Randels, Jessie Marie Worcester, and J. T. Langford each holding that amount. I am pres., E. A. Randels vice-pres., Jessie Marie Worcester sec'y-treas. We have just completed overhauling our elvtrs. for this year. We were materially delayed on account of not getting cars to ship out the old wheat. Our wheat would move very rapidly if we could get cars to ship it. We are not filling our elvtrs. this year more than one-half their capacity.—W. M. Randels. (The company owns and operates 17 elvtrs.)

OREGON

Portland, Ore.—The Pacific Grain Co. has increased its capital stock to \$250,000.

Corvallis, Ore.—Fischer Warehouse Co. incorporated for \$50,000 by August, Louis and Ernest Fischer.

Portland, Ore.—The Commission of Public Docks has requested the Seattle and Astoria port authorities to standardize and equalize charges for the use of the municipal grain elvtrs.

Baker, Ore.—We have built a 40,000-bu. elvtr. at Haines, Ore., and warehouses at Midvale, 80,000 sacks capacity. Geo. A. Urquhart, mgr.; Weiser, 50,000 sacks, M. P. Tanning, mgr., and Cambridge, 50,000 sacks, Otis Buchanan, mgr. The warehouse stations are in Idaho. Leo L. Ratliff is mgr. at Haines.—E. E. Hodge, gen. agt., Tri-State Terminal Co.

PENNSYLVANIA

Allentown, Pa.—Mail addressed to the Miller Grain Co. is returned, marked "Unknown."

Philadelphia, Pa.—The Eagle Roller Mill Co. of New Urm. Minn., has applied for membership in the Commercial Exchange.

Philadelphia, Pa.—I am not connected with the grain trade any longer.—John O. Foering, formerly chief grain inspector at this market.

SOUTH DAKOTA

Colome, S. D.—Edward Kositzsky is the new mgr. of the Rosebud Grain Co. here.

Bowdle, S. D.—M. Mikkleson, who formerly owned and operated an elvtr. here, is dead.

Plankinton, S. D.—The elvtr. of F. J. Schroeder & Co. was recently damaged by fire.

Phillip, S. D.—The Phillip Elvtr. & Mill Co. has been organized here with a capital stock of \$40,000.

Carlyle, S. D.—A. M. Sorenson has resigned as mgr. for the Farmers Elvtr. Co. here and is now at Madison, Minn.

Wentworth, S. D.—We have bot the elvtr. of J. M. Erling and will operate it as the Schultz Bros. Elvtr. Co.—Schultz Bros.

Valley Springs, S. D.—We have bot the elvtr. at Manley, Minn., and put it in good repair for the new crop.—Farmers Elvtr. Co.

Sioux Falls, S. D.—The next annual meeting of the Farmers Grain Dealers Ass'n of S. D. will be held in this city December 14, 15 and 16.

Athol, S. D.—The Farmers Co-op. Elvtr. Co. has completed arrangements with the T. E. Ibberson Co. for the erection of a complete new 30,000-bu. elvtr.

Kampeska, S. D.—The Farmers Elvtr. Co. is installing a new pit leg and making other repairs. The Northwestern Elvtr. & Supply Co. has the contract.

Mansfield, S. D.—The Farmers Elvtr. Co. has made arrangements with T. E. Ibberson Co. for the repairing of its elvtr. and the installation of a truck dump.

Vayland, S. D.—We have installed a new auto dump and a new scale. We are also increasing the size of the office, putting in a new boot tank and repairing and repainting the elvtr. and all buildings.—John Simons, mgr. Equity Exchange.

Stockholm, S. D.—The Stockholm Farmers Elvtr. Co. has just completed installing rope drive and making general repairs. The T. E. Ibberson Co. had contract.

Viborg, S. D.—The Farmers Elvtr. Co. is installing new machinery and we are putting in a new Howe Scale with Trapp Dump.—Chris. Feltner, mgr., Viborg Grain Co.

Watertown, S. D.—We are installing new Fairbanks Scale and Globe Automatic Dump and making other repairs. T. E. Ibberson has the contract.—J. H. Selmsier, Selmsier Fuel & Grain Co.

Naples, S. D.—We will install an automatic coal conveyor. The B. B. Grain Co. is out of business. It was succeeded by the American Grain Co., Mark Aus, Sioux Falls, owner.—Farmers Elvtr. Co.

Mellette, S. D.—We are repairing our elvtr. and will install a new Howe Scale with Bird Truck Dump. We have bot the elvtr. of H. Gotaas and he is out of the business. He also sold us his coal sheds.—C. M. Howe & Son.

Delmont, S. D.—I did not buy the Carlon Elvtr. but will operate it on joint account in connection with the elvtr. I did buy from John Gross, Jr. The Farmers Elvtr. Co. and A. A. Truax will install truck dumps.—M. R. Hansen.

Osceola, S. D.—The elvtr. of G. W. Van Dusen & Co. has been equipped with a 10-ton Howe Scale, a Globe Wagon Dump and a manlift. We will build a 30,000-bu. addition to our elvtr. with a full set of the latest machinery.—Geo. R. Maynard, mgr. Farmers Elvtr. Co.

Flandreau, S. D.—The following companies here are installing an auto truck dump: Faris & Gray, Duncan & Perley, and myself. I am managing my elvtr. myself. J. E. Arnold, former mgr., is in Sioux Falls most of the time where he now owns an elvtr. He lives here, however.—N. M. Lang, Lang Elvtr. Co.

SOUTHEAST

Charlotte, N. C.—The Interstate Milling Co. will build a 6 tank elvtr. addition and will put a 54x36 rectangular wall around it.

Columbia, S. C.—The Columbia Grain & Provision Co. has been consolidated with the Adluh Milling Co. and will be operated under the latter name. The capital stock of the combined firms is now \$150,000.

Charles Town, W. Va.—We are putting in a new and up-to-date corn milling and feed plant which we will run in connection with our George Street Elvtr. We have leased the grain elvtr. and coal yards of the late Jno. C. Burns, for a period of three years.—W. E. Reed & Son.

TENNESSEE

Dyersburg, Tenn.—The Tennessee Grain Co. has surrendered its charter.

Nashville, Tenn.—The elvtr. and warehouse formerly owned and operated by Lanier Bros. were recently sold at auction for \$17,000.

MEMPHIS LETTER.

L. C. Barton and S. A. Marshall have applied for membership in the Merchants Exchange.

We have bot an elvtr. at St. Louis and are operating our branch office there.—J. B. Horton & Co.

We have opened an office in the Falls Bldg. with F. H. Farnsworth as mgr.—Marshall Grain Co., Oklahoma City, Okla.

Our loss was not much in the small fire in our elvtr. recently, as our sprinkler system worked to perfection. Otherwise we might have had a very serious fire.—John H. Wade & Sons, Inc.

The J. Rosenbaum Grain Co., of Chicago, has opened an office here in the Merchants Exchange Bldg. with private wires to Chicago, St. Louis and Kansas City. I am in charge.—H. L. Emmert.

TEXAS

Texline, Tex.—The Sedan-Texline Equity Union Exchange will build an elvtr. here.

Bowie, Tex.—J. P. Trout has succeeded T. M. Sanders. Winder Grain Co. handles grain here. No elvtrs.—X.

Bartlett, Tex.—We have no grain elvtr. here. We are the only dealers located at this point. We have three large warehouses that will hold about 25 cars of grain.—Lawrence Bros.

WASHINGTON

Auburn, Wash.—The Farmers Warehouse Co. has bot the Gilmore property and will build a fireproof warehouse.

Colfax, Wash.—The Colfax Mill, containing 10,000 bus. of wheat and \$30,000 worth of flour, burned at 11:30 p. m., July 6. The fire was discovered by one of the night force who smelled a hot box and with the help of his fellow workmen located it in an electrically driven cleaner. When, however, the seat of the fire was reached, the flames were beyond control and reduced the plant to ashes in a few hours. Flames spread to the feed mill of the Colfax Grain & Feed Co. and to a number of homes which were totally consumed. Mark P. Miller, Moscow, Ida., of the milling company bearing his name, owns the plant and places the loss at \$150,000 at least. Rebuilding plans have not been considered yet.

Pullman, Wash.—After 35 years of continuous service as a grain buyer, Mayor N. E. J. Gentry retired when he turned over the local office of the Kerr-Gifford Co. to Mr. Bollings, recently from Colfax. Mr. Gentry came to Pullman from Missouri in 1884 and began grain buying for Chambers & McConnell, a pioneer firm of that city, remaining 7 years. He was mgr. of the Farmers' Alliance warehouse at Whelan, north of Pullman, for 7 or 8 years, later taking the management of the local office of the Puget Sound Warehouse Co. Five years ago he transferred to the Kerr-Gifford Co. During this 35 years Mayor Gentry has purchased some 7,000,000 bus. of wheat, estimating his yearly purchases at 200,000 bus.

WISCONSIN

Rio Creek, Wis.—Stram & Keyes Inc. have bot the elvtr. of Froemming & Busse.

Lomira, Wis.—The capital stock of the Lomira Elvtr. Co. has been doubled and is now \$20,000.

Coleman, Wis.—The Equity Co-op. Co. incorporated for \$25,000 by B. F. Miller, H. Lenmann and others.

Hurley, Wis.—Vezzetti & Galdabini Co. will build a new concrete warehouse for storage of grain, hay and feed.

Sauk City, Wis.—We are not in business at present, having sold out to Leinenkugel & O'Connor.—Maegerlein & Geier.

Osborne, Wis.—Osborne Co-op. Grain Co. incorporated for \$50,000 by J. S. Howell, M. L. Stewart, B. Dickman and others.

Stratford, Wis.—Stratford Co-op. Shipping Ass'n incorporated for \$25,000 by John Spindler, Philip Hein, Wm. Dent and others.

So. Randolph (Randolph p. o.), Wis.—I have sold my elvtr. here to E. T. Rolins & Sons and I will be out of the business for a while at least.—David G. Jones.

Ripon, Wis.—We bot the elvtr. of the Armour Grain Co. to secure land on the side track where we will build a factory, but we will not operate the elvtr.—Ripon Handle & Specialty Co., E. J. Burnside, sec'y.

La Crosse, Wis.—Our additional storage will consist of 9 grain tanks with approximately ¾ of a million bu. capacity. The work will be completed for the new crop.—A. L. Goetzmann, gen. mgr. Listman Mill Co.

WYOMING

Newcastle, Wyo.—We have work on our elvtr. well under way. Elvtr. to be thoroly fireproof (concrete). and of about 15,000 bus. capacity. F. W. Lehrack has the contract.—D. J. Toomey Produce Co., Inc., Spearfish, S. D.

CITY USERS of transportation are swinging back to big draft horses as the cheapest, most reliable and most efficient motive power for all heavy transportation within the working radius of a horse, despite the increase in the cost of feed, which has been formidable during the last year. City users are also coming to realize that for all hauls, no matter what distance, where frequent stops are involved, as in delivering groceries, ice, milk or other supplies furnished to customers on regular routes, horses are the only practical economical hauling power, says A. M. Ernst, manager of one of the largest firms of horse dealers in New York.

Feedstuffs

LOUISVILLE, KY.—The Union Stockfood & Mfg. was recently incorporated by R. E. Hatton for \$50,000.

BRECKENRIDGE, MINN.—Work has been started on the new feed mill of the Co-operative Elevator Co.

HURLEY, WIS.—Vezzetti & Galdabini, feed and grain dealers, contemplate the erection of a stone warehouse.

POCATELLO, IDA.—The Doran Feed, Transfer & Storage Co. was recently incorporated with a capital stock of \$25,000.

MINNEAPOLIS, MINN.—The International Sugar Feed Co. No. 2 has increased its capital stock from \$750,000 to \$1,250,000.

FONTANELLE, IA.—We recently completed our new warehouse for the storage of flour and feed.—Farmer's Grain & Livestock Ass'n.

GOLDEN, COLO.—Peery Bros. have purchased the property of the old Golden Feed & Flour Mill and are making alterations in the plant.

CHICAGO, ILL.—The American Mutual Seed Co. has registered the word "Drovers" as its trademark, No. 116,733, for use on dairy and stock feeds.

OIL CAKE shipped from Minneapolis, Minn. during the month of June amounted to 12,753,642 lbs. compared with 14,243,946 lbs. shipped in June 1919.

SAN FRANCISCO, CAL.—Receipts of bran at this market during June were 154 tons compared with 267 tons in June 1919.—H. C. Bunker, Chief Inspector.

DES MOINES, IA.—The Iowa Farmers Feed Co. has been incorporated with a capital stock of \$100,000. Officers of this new company are pres. C. D. Maines and sec'y-treas. J. D. Adelman.

PARIS, KY.—We are installing machinery for the manufacture of farm and poultry feeds. We expect to have our mill in operation early in August.—Perry, McCann & Mitchell.

WICHITA, KAN.—Construction work now in progress at the Otto Weiss Milling Co. includes installation of a number of new molasses vats and the enlargement of the feed manufacturing section.

NEW YORK, N. Y.—The Beacon Feed Co. has registered a design of a beacon light and the word "Beacon" within a black oval as its trademark, No. 119,626, for use on dairy, horse and poultry feeds.

THE ILLINOIS-WISCONSIN MILLERS & FEED DEALERS' Association held its annual convention at Lake Geneva, Wis. on July 14. After the one business session the dealers were given a boat trip around the lakes.

OAKLAND, CAL.—Inability to get machinery shipped because of the rail tie up is holding back the work on the new plant of the Western Milling Co. under construction by the Macdonald Engineering Co.

Exports of Feedstuffs.

May exports of feedstuffs, compared with May, 1919, and for the eleven months ending May were reported by the Bureau of Foreign and Domestic Commerce as follows:

	May		11 mos. ending May,	
	1920	1919	1920	1919
Bran & mids., tons	285	153	2,681	6,034
Corn oil cake, lbs.		326,330	512,675	397,300
Cottonseed cake, lbs.	130	42,185,124	338,927,375	159,814,602
Dr. gr. mlt. spts., tons	4	826	1,425	1,058
Linseed cake, lbs.	4,980,403	22,599,796	308,417,247	139,874,796
Linseed meal, lbs.	1,015,650	1,927,014	17,880,614	40,741,505
Millfeed, tons	719	1,419	11,788	6,393

MANHATTAN, KAN.—The Liberty Milling & Ice Co., a \$200,000 corporation, will build a new mill which will turn out mixed alfalfa feeds and flour. An 80,000 bus. capacity storage elevator is also planned.

KANSAS CITY, MO.—The Feeder's Supply Co. has purchased the property of the old Park Elevator which was destroyed by fire 2 years ago. The erection of an alfalfa mill to cost \$150,000 is contemplated.

MEMPHIS, TENN.—The Superior Feed Co. has registered a design of a blue colored keystone thru which is written a red colored "S" letter as its trademark, No. 127,787, for use on stock, dairy and poultry feed.

THE MUTUAL MILLERS & FEED DEALERS Ass'n will hold its midsummer meeting at Jamestown, N. Y., on Thursday and Friday, July 29 and 30. Officers for the coming year are to be chosen and an elaborate program has been arranged.

THE AFRICAN STARCH PRODUCTS Manufacturing Co. has a \$200,000 plant under construction in Germiston, South Africa, which when completed, will handle 40,000 lbs. of corn a day in the manufacture of starch, corn oil and cattle feed.

INDIANAPOLIS, IND.—The Sheek Bros. Co. has been re-incorporated for \$150,000 under the name of the Farmers' Terminal Grain & Feed Co. G. W. Sheek is to be president and general manager of the new company. A large feed business will be conducted.

SHAWNEE, OKLA.—The Clark & Keller Feed Store has let contract to Jones & Hettlesater for the construction of a 40x140x18 ft. brick and concrete fireproof warehouse. The warehouse will have four bins of approximately 1,000 bus. capacity each.

CLINTON, IA.—Work is progressing rapidly on the new plant of the Macx Feed Mill Co. When completed this plant will have storage space for 180,000 gallons of molasses and accommodations for 60,000 bus. of grain. The Burrell Engineering & Construction Co. has the contract.

A MILLION dollar contract was recently made by the Larowe Milling Co. of Rossford, O., to furnish its food products to an eastern cattle feeding concern. Work is progressing rapidly on the new Larowe plant which, when completed, will be one of the largest feed milling plants in the country.

NEW YORK, N. Y.—The Corn products Refining Co. will erect a corn products plant somewhere in the Missouri Valley at a point not yet determined. It is estimated that this plant, which will manufacture Karo products principally, will consume about 25,000 bus. of corn per day.—G. M. Moffet, Corn Products Refining Co.

GREEN BAY, WIS.—Stram & Keys, Inc., recently incorporated for \$100,000, will conduct a feed, flour and grain business. Present plans include the establishment of a warehouse at Green Bay with branch offices at many points in the northeastern and north central sections of Wisconsin. Incorporators are P. O. Stram, R. B. Keys, G. M. Stapleton, T. J. Blast and L. J. Moreau.

WABASHA, MINN.—The alfalfa mixed feed plant of the Jones-Dill-McPeak Co. now under construction is to be ready for operation some time in October. This plant is to have a daily capacity of 200 tons of balanced feed for horses, cows and chickens. The following are the officers of this new company: pres. R. E. Jones, Wabasha; sec'y John Dill; and vice-pres. and mgr. W. L. McPeak.

SIoux CITY, IA.—E. A. Burgess, receiver for the bankrupt Alfalfa & Cereal Milling Co. has been empowered by the federal court of Sioux City to sell at public sale the 32 acres of ground owned by the company. Receiver Burgess is also authorized to institute legal proceedings against the company's officers, directors and other persons who have unlawfully converted to their own use, the assets of this company.

THE CRESCENT Cotton Oil Co., of Memphis, Tenn., shipped under the name of F. W. Brode & Co., a quantity of cottonseed meal from Tennessee into Maine on a contract calling for 7½ per cent ammonia, when tests by the Bureau of Chemistry showed only 6.63 per cent. The company pleaded guilty and was fined \$100 and costs.

OMAHA, NEB.—After a recent conference between representatives of the Corn Products Refining Co. and members of the Omaha Grain Exchange, The Omaha Chamber of Commerce, representatives of the carriers serving Omaha and other business interests an announcement was made stating that chances were even that the new corn products plant will be built at Omaha. Kansas City, Mo. interests are also endeavoring to have this plant erected at Kansas City.

THE PACIFIC NORTHWEST does not approve of the minimum car loading order recently issued by the Interstate Commerce Commission providing the double loading of two 40,000 lb. consignments of grain products in one car. The order states that local conditions may exist in certain sections of the country which may make further modifications of the order necessary. Accordingly public service commissions of Idaho, Oregon, and Washington expect to hold a joint conference to agree on a proper minimum weight for the Pacific Northwest and then to present their views to the Interstate Commerce Commission.

Profits in Marketing Grain with Truck

"Does it beat bringing in grain with a team? Well, I guess so," said F. G. Bierbaum as he drew up at the elevator of Gilchrist & Co., at McGregor, Ia., the other day, with his farm truck piled high with sacked grain.

Mr. Bierbaum owns a splendid farm of 300 acres nine miles from McGregor where he markets all his produce. He believes the time he saves in marketing his products makes the truck a profitable investment even if he didn't use it for a hundred and one other purposes. It also helps him to take advantage of good markets.

On a hot day last summer when the market was particularly good he made three trips to town with timothy seed. It would have taken a day for one trip with a team. He saved two whole days and also disposed of his seed at a time when the market was particularly favorable.

"Here's another thing about marketing your grain with a truck instead of a team," Mr. Bierbaum says. "It may seem a little thing but it isn't really unimportant after all. All elevators are located beside the railroad and farmers always have trouble with their teams around the trains. You can drive a truck up beside the tracks and forget it. It won't get scared and run away."



Delivered Three Loads of Timothy Seed in One Day.

Grain Carriers

THE PANHANDLE & Santa Fe under construction thru Booker, Tex. for over a year has been turned over to the Santa Fe.

AN EMBARGO on hay billed to Chicago was recently ordered by the C. & N. W. Already nearly 200 cars of hay are tied up waiting disposition.

LACK OF CARS to bring grain to the Quaker Oats Co. at Fort Dodge, Ia., makes it impossible for that concern to operate 24 hour shifts so as to meet the demands for its products.

A RESOLUTION opposing the 25 cent preferential rate on wheat for export above that of flour was adopted by the Southern Indiana Grain Dealers' Association in session at Seymour, Ind.

EXPENSES exceeding income is the cause given by officials for a 10% reduction in the working force of the Pennsylvania R. R. The order will effect nearly 12,000 workers in the eastern region.

A PETITION to the Interstate Commerce Commission explaining the critical condition of central Illinois as a result of the car shortage is being circulated by central Illinois grain dealers.

THE FIRST settlement of railway claims against the government arising out of federal control was made recently when the U. S. Railroad Administration agreed to pay the Spokane, Portland & Seattle R. R. \$1,600,000 cash.

CONSTRUCTION of 50 new barges and 10 steamers of 650 tons each for use on the Erie Canal is contemplated by the Inland Marine Corporation. The steamers will use oil for fuel and will be used in towing service on the canal.

THE USE of motor trucks for hauling grain is becoming quite common in certain sections of Iowa because of the inability of dealers at small stations to get cars. Farmers in the vicinity of Marshalltown have been bringing in loads containing 100 bus. distances up to 20 miles. Recently one farmer who is 15 miles out brot 5 loads of grain into Marshalltown in one day.

THE SHIPPING BOARD when questioned about the rumor that it intended to turn 35 ships built on the great lakes over to the movement of the 1920 grain crop to the coast stated that 17 Shipping Board vessels are now carrying wheat to Buffalo and that 6 more boats are now being loaded. It was also stated that while this about exhausted the shipping available for the grain trade, everything possible to relieve the situation would be done.

THE RELEASE of more shipping facilities has resulted in a general loosening of the freight congestion around Calcutta, India and has caused an increased foodstuff exportation from that port. Two years' crops in store at this port accounts for the heavy exports of rice and wheat during 1919. Rice exports for 1919 were 3,055,579 cwt. or an increase over 1918 exports of about 200 per cent. Wheat exports for 1919 of 507,248 cwt. were over twenty times greater than they were in 1918.

MEMPHIS merchants have subscribed \$75,000 to buy options on boats for use on the Mississippi River by a corporation they will organize with \$1,000,000 capital stock to operate between Memphis and St. Louis and Memphis and New Orleans. Rail freight rates proposed by the Interstate Commerce Commission place the city on a dry land basis. A special com'tee has reported "Failure to use the Mississippi River has brot this disaster upon us, and our only hope for relief lies in resumption of its use."

BEGINNING July 6 shippers have been extended only 96 hours credit in freight charges, by ruling of the Interstate Commerce Commission under the Transportation Act. It is optional with the carriers to release shipments to expedite unloading after taking sufficient precautions.

C. M. & St. P. grain car loadings for the 2 weeks ending July 14 were 5,505 cars; compared with 5,161 cars in the corresponding period in 1919. Total loadings on this road during the same 2 weeks were 57,615 cars; compared with 64,792 cars loaded in the corresponding period last year.

Of the 16,000 claims for grain loss filed with the C. M. & St. P. R. R. by grain shippers in 1919 approximately 12,000 have been paid. According to the railway, grain claims paid in 1919 amounted to \$300,000. This amounts to little when one figures that this averages about \$25 on each claim paid.

A NEW GRAIN OUTLET to the Pacific coast is being planned by the Idaho Central R. R. between Rogerson, in Twin Falls County and Wells in Elko County, Nev. This piece of road will be 90 miles long and will give a direct route to San Francisco. The railroad recently was incorporated for \$5,000,000.

CARS for shipping grain have been plentiful in Fort Dodge, Ia. and vicinity recently because of a strike of workers in the gypsum mills in Fort Dodge. One dealer of Fort Dodge stated that he received more cars since this strike than he has received in any corresponding period in the last two years.

FREIGHT CAR loadings on the Santa Fe during the week of July 17 were 28,970 cars or only 232 less than during the corresponding week in 1919. Grain car loadings during the same period were 1,687 cars compared with 2,621 cars loaded in the corresponding week in 1919. Total loading all freight from Jan. 1 to July 17 were 808,937 cars or 17.6% more than in the corresponding period of last year.

FURNISHING DOORS for grain and other loading was the general topic taken up by the standing Rate Com'tee of the Western Trunk Line Com'tee at Chicago July 8 in a hearing attended by representatives of the grain men and millers. Various suggestions were made, not in agreement. One is that doors be furnished only for grain and mill products. The Standing Rate Com'tee takes no action, simply passing its findings or recommendations higher up, and no announcement is expected until after Aug. 1.

SUSPENSION of Iowa-Missouri grain rates to become effective on the C. B. & Q. R. R. on July 5 was ordered by the Interstate Commerce Commission on July 3. The Commission's ruling follows in part: It appearing that the C. B. & Q. has filed a tariff with the Interstate Commerce Commission containing schedules stating new individual and joint regulations and practices affecting rates and charges to become effective July 5, 1920 (Sup. 5, 6, and 7. I. C. C. 13062, G. F. O. 3200-D.) it is ordered that the I. C. C. upon complaint, without further pleading enter upon a hearing concerning lawfulness of these schedules. Further, that the operation of these schedules be suspended, and that the use of the regulations and practices therein stated be deferred upon interstate traffic until Nov. 2, 1920, unless otherwise ordered by the Commission, and no change shall be made in such regulations and practices during period of suspension unless authorized by special permission of the Commission. It further appearing, that said schedules make certain increases in rates for the interstate transportation of grain and grain products, and the rights and interests of the public appearing to be injuriously affected thereby, and it being the opinion of the Commission that the effective date of the said schedules contained in said tariff should be postponed pending said hearing and decision thereon: It is further ordered, that rate and charges thereby sought to be changed shall not be increased and the

regulations and practices thereby sought to be altered shall not be changed by any subsequent tariff or schedule, until this investigation and suspension proceeding has been disposed of or until the period of suspension and any extension thereof has expired, unless authorized by special permission of the Commission.

Overload Release for Elevator Head Drives.

When overloaded machinery in motion reaches a certain stress something must clip or break. The break comes at the weakest link and not always at the part that can be repaired quickly or at small cost. If nothing breaks when part of the machinery comes to a forcible stop there will at least be friction that may start a fire. If a man happens to be on duty and observes the trouble he can throw off the power and prevent damage. An automatic device that will perform the same service as the man on duty and do it more certainly is the "Lettgo" mechanical overload release, which is shown in the engravings herewith.

The "Lettgo" will automatically disengage the driving from the driven machinery if the load exceeds the fixed amount, thus allowing the driving motor or other source of power to run free and prevent damage, due to the inertia of the motor armature or other high-speed moving parts.

The construction of this device is such that it will release whether the load is gradually or suddenly applied, but it can be set so that it will not trip from jars or shocks.

The "Lettgo" is symmetrical, and can be assembled to operate in either direction. It can be adjusted for tension, so that it will operate for any desired overload. The mechanism is entirely inclosed and can be packed with grease for lubrication purposes.

In the diagram A is a spider keyed to the shaft B, and has triggers, C, pivotally mounted on the links, D, with the ends engaging inside notches in the rim of the drum, F,

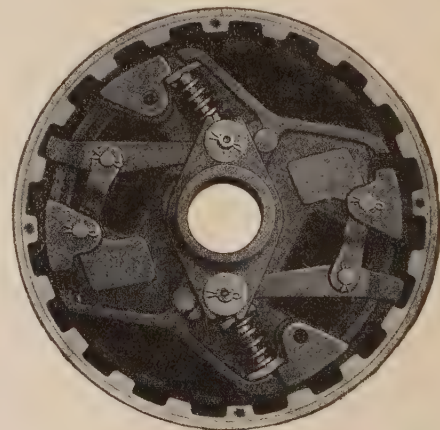


Fig. 1. Overload Release With Parts in Position for Driving.

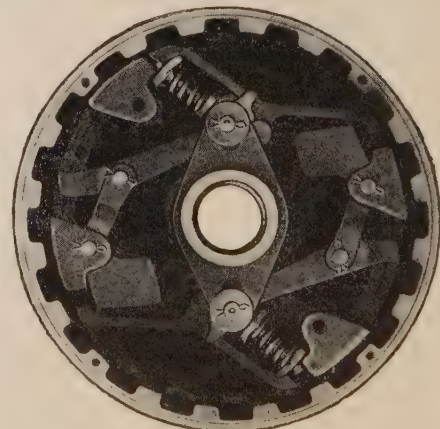


Fig. 2. Overload Release With Parts in Released Position.

and rollers, K. The springs, E, regulated to any desired pressure by the adjusting nuts, H, hold the ends of the triggers on the rollers, K, under normal conditions.

When the drive is overstressed the compression of the springs will permit the ends of the triggers to drop into the position shown in Fig. 2, releasing connection with the rim, F, and allowing the driven machine to stop immediately.

This device has been developed by the Link-Belt Co. to provide a pronounced factor of safety in the operation of elevating, conveying and power transmission machinery.

EGYPT's wheat crop shows a great improvement over last year and it is hoped that the increased yield will make up for the decreased wheat acreage sown this year.

THE CULBERTSON, GROTE-RANKIN Co., department store firm, Spokane, Wash., has been found not guilty by a jury in the U. S. District Court on a charge of violating the Lever Act against profiteering. Government attorneys introduced cost slips showing profits of 150 per cent. It was the ruling of the court that the store has the right to consider present market value as well as original costs in fixing sales prices.

Why the Exorbitant Right of Way Rental?

Wm. R. Bach, attorney of the Illinois Grain Dealers Ass'n, recently wrote the following pointed letter to C. C. Cameron, G. F. A. of the Illinois Central at Chicago:

I have been waiting for a written statement from you in line with our conversation in Chicago, wherein you would state your position clearly on this lease matter, showing how you arrived at the rentals in railroad leases.

I want something tangible, to present to our members that will clearly outline your position and contentions in this matter.

I have also since learned that your railroad is leasing portions of its right-of-way to the Standard Oil Company at much lower rates than are being exacted for similar sized portions of right-of-way for elevators. If this is true, I cannot understand the reason for this discrimination.

May I not also suggest that in view of the provisions of the Cummings-Esch Bill, it is not imperative upon the Illinois Central R. R. to exact so much higher rentals for elevator sites than other railroads demand for similar sites.

Kindly let me hear from you in regard to the above matters.

Warehousing Business a Separate Corporation.

Under the federal reserve bank act loans are made liberally on warehouse receipts as collateral; but the federal reserve banks scrutinize closely the paper sent in by the country banks and discriminate against receipts that appear to have been issued by firms or corporations dealing in grain.

The banking theory is that a warehouseman should not buy or sell the commodity for which he issues storage receipts, as there is an opportunity for fraud in the issuance of receipts not backed by grain when the warehouseman can issue the certificates to himself and borrow money thereon.

Several milling companies desiring to store wheat for their own grinding and to borrow money thereon have had the warehousing done by a separate corporation organized for that purpose or already existing. In many cases the separate operation is only a technicality, the employees of the mill running the elevator or warehouse.

The correct way to adjust this relation is that adopted by the Lexington Roller Mills Co., of Lexington, Ky., which at the suggestion of the federal reserve bank at Cleveland turned over the supervision of its grain elevator to the Cleveland Storage Co. By getting in touch with his local bank or the federal reserve bank the country grain dealer can readily ascertain the name of some storage corporation willing to exercise a custodianship, and in whose warehouse receipts the banks have the utmost confidence. So issued the grain man's receipts may be given a wider distribution, giving him a much greater line of credit than the law allows the local banks to give him on his personal note.

THE PRESENT exportable surplus of Argentine wheat, reported on June 28, was 814,000 metric tons as against 1,450,000 tons on June 1.

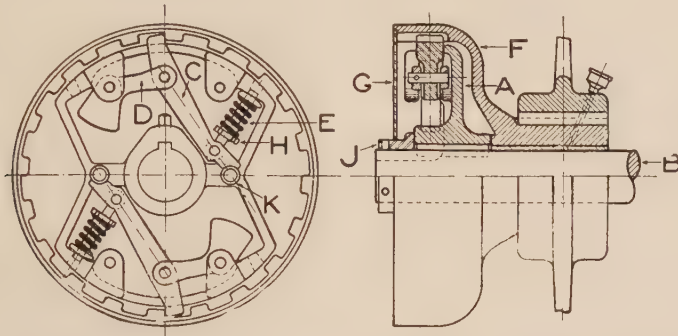


Fig. 3. Cross and Longitudinal Sections Thru Overload Release.

THE BUCKET TESTER AND FUNNEL



The Bucket Tester

1 Pint	\$14.40
1 Quart	16.00
2 Quart	17.60

for bushel weight and dockage, are part of our complete line of grain testing apparatus, which includes **Brown-Duvel Moisture Testers, Torsion Four-purpose Scales, Boerner Samplers**, etc. We keep a large stock ready for instant delivery.



The Funnel for filling the Bucket Tester
\$3.65

HESS DRIERS

meet every requirement of the grain and milling trade. They have kept in the lead in the matters of economy, efficiency and convenience, and no other maker can excel us in the way of prompt and careful service. We carry large supplies of apparatus and material, and a corps of skilled workers is always on duty.

HESS WARMING & VENTILATING CO.

907 TACOMA BLDG., CHICAGO, ILL.

Have You Had Our FREE STROKER, With Grain Grades Tabulated? Ask for One

Seeds

OMAHA, NEB.—John T. Oxley has resigned his position with the Nebraska Seed Co.

BELLEVUE, O.—The Buckingham Grain & Seed Co. was recently incorporated for \$60,000 by L. M. Buckingham.

LOUISIANA, Mo.—Stark Brothers, in the nursery and orchard business for many years are planning to enter the seed business.

ANSEL SETTERBERG has severed his connections with the E. R. Peacock Co., Chicago, Ill. and the Oshkosh Seed Co., Oshkosh, Wis.

NEWARK, N. J.—The A. S. Rogers Seed Co. has registered the word "Ro-Test-Seed" as its trade mark No. 127,608 for use on flower and vegetable seeds.

A SUPERINTENDENT of field seed distribution will be employed by the Bureau of Plant Industry, Washington, after a civil service examination that will be closed Aug. 24.

ATCHISON, KAN.—At the recent election of the Atchison Board of Trade a well known seed man, F. H. Mangelsdorf of the Mangelsdorf Seed Co., was chosen as president.

TORONTO, ONT.—James Goodall, Ltd. grain and seed merchants, are installing new seed cleaning machinery and are more than doubling their capacity.—James Goodall, Ltd.

NEW YORK, N. Y.—The seed business of Morris Fuld who passed away recently will be carried on at the old location by his sisters, Mrs. L. Stern and Mrs. L. De Groote.

KNOX, N. D.—Very little clover was sown in this locality this spring. Considerable flax was sown late and will be a good crop if we do not have an early frost.—J. H. Jorgenson.

FLAXSEED receipts at Minneapolis, Minn., during June were 520,960 bus.; compared with 942,000 bus. received in June 1919. Shipments during June were 66,480 bus.; compared with 83,600 bus. shipped in June 1919.

MINNEAPOLIS, MINN., JULY 21.—Flax conditions have not changed in the northwest. Rain is needed in some dry spots to get the best results. Very little damage to flax has been reported.—Van Dusen-Harrington Co.

MARINETTE, WIS.—At the formal organization of the Marinette Seed Co. recently the following officers were chosen: pres. Ralph Skidmore; vice-pres. H. L. Haslinger; sec'y-treas. and manager W. I. Brockson. The following directors were chosen: George E. Bogrand, W. I. Brockson, H. L. Haslinger, Chas. J. Lauerma and Ralph Skidmore. This company has secured a warehouse in Marinette and will handle seeds suited to northern Wisconsin.

Imports and Exports of Seeds.

May imports and exports of seeds, compared with May, 1919 and for the 11 months ending May, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.		11 mos. ending May,	
	1920	1919	1920	1919
Beans and lentils, bus.	79,942	525,629	3,540,303	3,713,122
Castor beans, bus.	158,925	65,575	1,202,183	487,373
Flaxseed, bus.	4,253,319	1,907,705	21,079,192	7,407,720
Red clover, lbs.	313,521	131,394	17,885,818	806,891
Other clovers, lbs.	651,793	312,388	21,160,955	9,430,527
Other grass seeds, lbs.	1,294,462	628,121	14,173,248	9,719,875
Peas, bus.	50,756	85,497	1,409,500	2,154,944
Sugar beet seeds, lbs.	1,150,709	96,125	18,084,338	845,810
EXPORTS.				
Beans, bus.	105,250	658,447	1,884,491	3,939,677
Flaxseed, bus.	2,407	75	23,932	15,509
Clover seed, lbs.	32,983	52,178	5,053,414	7,636,515
Timothy, lbs.	439,512	348,527	14,949,072	11,167,409
Other grass seeds, lbs.	198,082	274,511	3,893,409	3,184,023

LANSING, MICH.—Bean acreage this year is 273,000 acres or 12% less than last year. This is a larger acreage than was intended early in the season. Condition on July 1 was estimated at 87%.—Michigan Crop Reporting Service.

J. H. WARREN, recently with W. H. Small & Co., Evansville, Ind., and previous to that with the Albert Dickinson Co., Chicago, Ill., is now with the Milwaukee Seed Co., Milwaukee, Wis. P. A. Warren, a brother of J. H. is also with this company.

JEFFERSON CITY, Mo., July 12.—Clover is the best it has been for several years, condition 94% normal; millet 77% normal; peas 84% normal; flax 86% normal. Sudan grass which was planted more liberally than for several years past is only a fair crop.—Missouri Crop Reporting Service.

MOOREHEAD, MINN.—I have purchased the elevator at Minot and the business of the A. A. Robinson Elevator Co. Their outside elevators have been sold to others. G. E. Almy, the former manager will remain and give special attention to the seed business.—D. D. Simmons.

SAN FRANCISCO, CAL.—Bean receipts at this market during June were 8,605 sacks compared with 5,099 sacks received in June 1919. Total bean stocks in warehouses and wharves on July 1 were 233,643 sacks compared with 304,746 sacks on July 1, 1919.—Henry C. Bunker, chief inspector.

FT. WAYNE, IND.—The W. D. Henderson Seed Co. and the Reed Brothers Feed Co. have consolidated and will operate from the home of the Henderson Co. under the name of the Henderson, Reed Brothers Co. Officers of the new company are: pres. W. D. Henderson; vice-pres. Stephen Reed; and sec'y-treas. Jared Reed.

A LIBEL SUIT against a Spanish seed dealer was recently started in the New York Supreme Court by the I. L. Radwaner Seed Co., New York, N. Y. Plaintiff claims that libelous and defamatory assertions were circulated by letter and by wire by the foreign concern. Seed attached by order of the court will be held pending outcome of the suit.

TOLEDO, O.—Clover seed has declined this week. At no time has the trading been heavy. October still commands a premium of one dollar over December. The selling orders have been coming from sections where the crop outlook is no doubt good, although we have an idea there was some short selling on the theory that red clover should join other things and decline regardless of the crop news. Our reports are as badly mixed as ever but where the second crop is growing everything depends upon the weather.—J. F. Zahm & Co.

TOLEDO, O.—August weather will decide whether clover seed will sell at twenty or thirty dollars. Don't expect any pre-war prices while other farm products are up on an aeroplane basis. Clover last January sold up to \$36.75. Some bulls expected forty dollars, but the late spring demand was disappointing. Europe and our country now promise larger crops than last year. Crop on this side is mixed. Some sections look poor while others promise better than usual. Bad spots do the buying and the good spots the scattered selling. Large dealers are patiently waiting to see how the crop progress. They naturally like to see low prices early in the season when they are compelled to buy as they must wait for spring for their dividends. Timothy seed needs a tonic. Most of the longs are still whistling to keep up courage. They are hoping next crop will be a short one. Show windows here and some other centers are still full to overflowing. Need export demand to make it healthy. Foreign exchange is not encouraging.—C. A. King & Co.

TOLEDO, O.—Lack of reports usually means favorable progress. Wisconsin reports cutting of first crop just commenced. Growing conditions ideal. An Ohio dealer who has covered considerable territory advises alsike showing much better than red clover. Clover acreage short to begin with. Our reports from Illinois and Michigan show little change in conditions. Canada reports on clover and alsike indicate short crop, as acreage is only about half as large as last year. Quality poor on account of mixture with timothy. Alsike and clover are now selling at about the same price. There has been some export demand for alsike. Our European reports say it is too early to tell, and general conditions in France and Italy are unchanged.—Southworth & Co.

Seed Trade Conditions in France.

Crimson clover will be a good crop in France, Italy and Hungary; and the American trade is not disposed to buy freely, writes Michel Cherot, a Paris seed dealer.

To date only a few orders for crimson clover have been received and more business should have been concluded at the present time. The price advance is due to the higher rate of exchange and the inclination on the part of the French farmers to wait for higher prices.

Red clover is coming along nicely in France because of very favorable weather. No definite estimate can be made of the yield until some time in August.

Our alfalfa market is very dull. Holders of last year's seed do not seem inclined to sell at the present time, hoping to get better prices in August. Prospects for the new crop of alfalfa are fine.

French grown Italian rye grass should be a good crop and it will be on the market about the end of July or early in August. Prices will probably rule about \$8.50 to \$9.00 per 100 lbs. gross, bags included c. i. f. American ports, that is, provided the rate of exchange does not go below 11.50 francs.

American shippers should know that unless they can guarantee dodder free seed it is useless for them to make offers. Seeds not absolutely free of dodder cannot be admitted into France. All clover seed and all grass seeds are tested at their port of entry by the controller of customs and should a parcel be found containing dodder the whole lot will be denied entrance.

Sale of Wheat for Seed Without Warranty.

J. A. Horn, a farmer, bot 5 sacks of wheat for seed of the Elgin Warehouse Co., at Elgin, Ore., represented to be of the red chaff club spring variety. The seed failed to produce a crop and Horn brought suit alleging he had been sold winter wheat.

Defendant showed that another farmer had sowed this red chaff club and gotten a crop the same year.

The evidence was that plaintiff admitted knowledge of the practice of defendant of selling no wheat as seed wheat, that defendant would not guarantee any wheat as seed wheat under the laws of the state.

The court on June 1, 1920, found that the testimony did not disclose any express warranty. The plaintiff had the opportunity to inspect the wheat and to determine for himself its variety and quality. That the plaintiff was unable thru want of skill or otherwise to distinguish between red chaff wheat and other kinds does not affect the case as stated in the complaint, for it is not averred that the defendant knew that he was deficient in ability to classify grain as to its variety, or that the defendant practiced any fraud upon him on that account. The jury properly might have considered that it was a case falling within the doctrine of caveat emptor.

The judgment in favor of defendant is affirmed.—Supreme Court of Oregon, 190 Pac. Rep. 151.

Supply Trade

ADVERTISING is not primarily the science of making a noise, but is rather the science of giving just the right amount of aid in the distribution of the right amount of goods.—E. N. Hurley.

DENVER, COLO.—W. C. Bailey, Omaha, has opened an office in the Cooper Bldg., under the name of W. C. Bailey & Son, to take care of construction work in Colorado and other Western states.

WICHITA, KAN.—The many friends of L. B. Graham, branch manager of Richardson Scale Co. here, will regret to learn that he cut his foot while bathing in the river recently, blood poisoning set in and he died July 13 leaving a wife and two sons. His passing on will be deeply mourned by many dealers in the Southwest.

CHICAGO, ILL.—Among the valuable suggestions submitted to the United States Railroad Labor Board was the following by Chas. Piez, pres. of the Link-Belt Co., on behalf of the Illinois Manufacturers' Ass'n: The practice of basing wages on the cost of living, without taking into account the work performed for the wages, is, in our opinion, at the very bottom of the present disturbed and unsatisfactory labor condition. The divorce of wages from production has been one of the calamities of the war, for it has created in the mind of the wage earner the delusion that irrespective of output, performance, or character of service rendered, he is entitled to live on a certain scale. We have established a shorter working day, have abolished piece and premium forms of payment, and have imbued the wage earner with the idea that he is entitled to a good living if he but spends eight hours at a job.

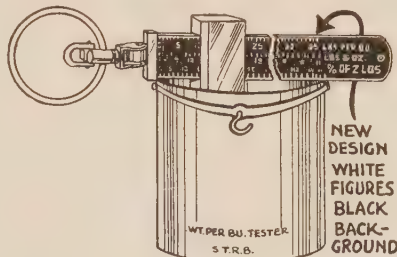
WEST BEND, WIS.—Incorporation papers will soon be taken out by the newly organized Miller Spouting Co. The company will manufacture a grain spout entirely different from any now on the market.

SHELBYVILLE, IND.—The Kennedy Car Liner & Bag Co. is now operating a Canadian branch factory located at Woodstock, Ont. This will enable it to better take care of its ever increasing Canadian business.

Now THAT advertising is an accepted factor in the business world the advertiser should make a more careful selection of his rifles and practice bull's eye shooting, doing away with the blunderbuss. No really good hunter goes out with bird shot to shoot deer; neither does he load a gun with a mixture of rifle balls and bird shot, hoping to shoot both deer and birds. The same specialization is necessary in advertising as in hunting.—A. C. Pearson, *Dry Goods Economist*.

A New Wheat Tester.

A new type of weight per bushel tester is being put on the market by the Seed Trade Reporting Bureau. The object of this new type is to do away with the difficulty of reading a beam that has become corroded or worn. The beam of this new tester has white figures on a black ground. This will give a sharp, clear reading and prevent errors in reading.



New Wheat Tester.

Deficiency Too Small to Consider.

Kimbell Milling Co., of Whitewright, Tex., plaintiff, v. Rayford Newsom Co., of Cleburne, Tex., defendant, before the Arbitration Committee of the Texas Grain Dealers Ass'n, composed of E. W. Crouch, A. P. Hughston and M. Killingsworth.

This claim is for alleged loss of \$176.28, being difference in market on 61,700 lbs. of corn claimed due them by the defendant under contracts dated Oct. 7 calling for two car loads of bulk No. 2 white corn.

There is no controversy on the terms of the contracts which called for car loads and not for specific weight. The first two cars shipped by defendant on these contracts contained total weight of 173,500 lbs. These cars arrived at destination and were rejected on account of being off grade and were handled by defendant. The Kimbell Milling Co., at the time of rejection, states that it demanded of Rayford-Newsom Co. that the same number of pounds be shipped as a replacement, as were contained in the two cars that were rejected, namely 173,500 lbs. The Kimbell Milling Co. claims that this was agreed to by Mr. Rayford acting for defendant. The Rayford-Newsom Co. claims that when the Kimbell Milling Co. demanded replacement of the same number of pounds of corn that it replied: "We will replace the two cars of corn." The Rayford-Newsom Co. further testifies that at no time did it agree to make a second shipment under these contracts of 173,500 lbs.

The Committee is forced to hold, in view of the evidence offered, that there was no common agreement as to a specific number of pounds which should fill the contracts in question, and such being the case that we can only consider the terms of the original contracts as made out on Oct. 7th, 1919, which only called for car loads. Inasmuch as the second shipment of the Rayford-Newsom Co. lacked only 200 lbs. of being 1000 bu. to the car, which is called for as a minimum under Trade Rule No. 36, we consider the difference too small to give consideration.

We, therefore, render award in favor of the defendant in this case, the Rayford-Newsom Co. that it does not owe the Kimbell Milling Co. anything in this connection and the secretary is hereby instructed to return to the Rayford-Newsom Co. its deposit fee in this case.

The Terminal Elevator Grain Merchants Ass'n of the United States at its last meeting in Chicago, Ill. re-elected Edward W. Peck of Omaha, Neb. as president.



GRAIN GRADING APPARATUS

Should be obtained now to insure **proper** and **profitable** handling of the crops.

Every grain dealer should have a copy of Farmers Bulletin No. 1118 "Dockage Under Federal Wheat Grades." It's free by writing the Agricultural Department.

ALUMINUM DOCKAGE SIEVES—EMERSON KICKER

are essential to determine proper dockage. Our special Four-in-one Scale gives direct Percentage Reading. It has a pint cup for weight per bushel. Note the cut herewith.



Special Four-in-One Scale

Official Brown-Duvel Moisture Testers

electric, gas or alcohol heat with automatic oil measuring device.

Car or wagon tryers and complete grading equipment for prompt shipment.

Ask for catalog 32.

SEED TRADE REPORTING BUREAU

619-623 Postal Telegraph Bldg., Chicago, Ill.

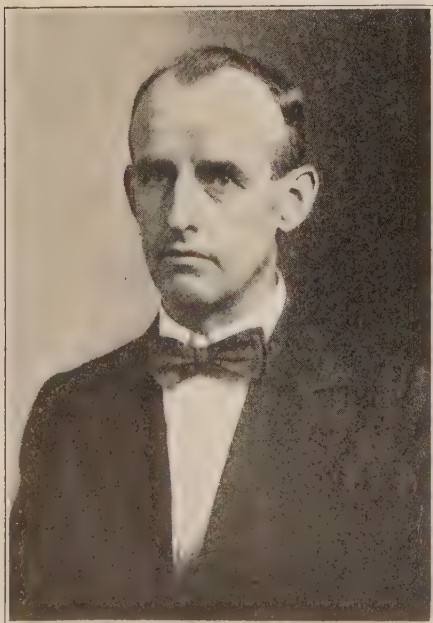
Supreme Court Decisions

Suit Against Government Officers Exceeding Their Authority.—When officers of the government act under invalid authority, or exceed or abuse their lawful authority, and thereby invade private rights secured by the Constitution, an action to redress injuries caused by the unauthorized act is not a suit against the government.—*McComb v. U. S. Housing Corporation*. U. S. District Court, Delaware. 264 Fed. 589.

Price Finding of President Subject to Judicial Hearing.—A fair price finding, made by the President or his agencies under Act Aug. 10, 1917, § 5 (Comp. St. 1918, Comp. St. Ann. Supp. 1919, § 3115½g), is not void because no hearing is provided, as the rates and prices fixed are only prima facie evidence, and a judicial hearing is afforded when the finding is brought into question.—*U. S. v. Oglesby Grocery Co.* District Court, Georgia. 264 Fed. 691.

Burden on Terminal Carrier to Prove Goods Were in Damaged Condition.—When suit is brought against a terminal carrier, there being one or more intermediate carriers, to recover for goods delivered by it in a damaged condition, upon proof that the goods were in good condition when they came into possession of the initial carrier, the presumption is that they were in good condition when delivered to the terminal carrier. To overcome this presumption the burden is upon defendant to prove that the goods were in a damaged condition when they came into its possession.—*C. C. Whitnack Produce Co. v. Chicago & N. W. Ry. Co.* Supreme Court of Nebraska. 178 N. W. 177.

Transfer of Non-Negotiable B/L.—Non-negotiable Bs/L may be assigned or transferred by delivery, and the transferee acquires against the transferor the title to the goods, subject to the terms of any agreement between them, but as against the carrier the transferee acquires the right to notify the carrier of the transfer of the bill, and thereby secure to himself the rights that the transferor had immediately before such notification, and until such notification the carrier may deliver the goods to the consignee named, under Personal Property Law, § 198, subsec. (b), and sections 199, 219. The failure to mark a non-negotiable B/L "non-negotiable," as required by Personal Property Law, § 194, does not change its character and render it negotiable, but makes the person who, with intent to defraud, issues or aids in the issuing of such a bill, guilty of a crime, under Personal Property Law, § 236, and Penal Law, § 365.—*Gubelman v. Panama Ry. Co.* Supreme Court of New York. 182 N. Y. Supp. 403.



Edw. P. Smith, Columbus, O.

Determination by Interstate Commission not Final.—Whether a provision of a B/L requiring loss or damage to be measured by the value of the property at the place and time of shipment, including freight charges, violates the statute, is a question as to the meaning of the statute which the courts must decide for themselves, regardless of the determination of the Interstate Commerce Commission that the rule is reasonable.—*C. M. & St. P. Ry. Co. v. McCaull-Dinsmore Co.* Supreme Court of the United States. 40 Sup. Ct. Rep. 504.

Purchase of Draft by Bank.—Where a bank purchases a bill of exchange from the drawer before maturity, and gives the drawer credit on his deposit account in the bank for the face value of the bill, such transaction only creates the relation of debtor and creditor, and does not constitute the bank a purchaser or holder for value; but if the deposit is drawn or checked out before the bill is accepted, the bank then becomes a purchaser for value.—*Alamo Natl. Bank v. Dawson Produce Co.* Supreme Court of Oklahoma. 190 Pac. 393.

Damages on Destination Value.—A provision of a B/L issued in November, 1915, for an interstate shipment, requiring the amount of any loss or damage to be computed on the basis of the value of the property at the place and time of shipment, including freight charges, violates Act March 4, 1915 (Comp. St. § 8604a), making carriers liable for the full actual loss, notwithstanding any limitation of liability or of the amount of recovery, where the actual loss was more than the amount recoverable thereunder.—*McCaull-Dinsmore Co. v. C. & M. & St. P. Ry. Co.* Supreme Court of the United States. 40 Sup. Ct. Rep. 504.

Accepting Offer Known to Be Mistake.—One who accepts an offer for the sale of goods, which from the circumstances surrounding the parties at the time, or from the gross inadequacy of the price quoted, he must know is made under a misapprehension of some material fact, and which offer is repudiated by the party making the same as soon as such mistake is discovered, will not be entitled to recover damages in case of the failure of the party making the offer to furnish the goods in accordance therewith.—*Hardman Lumber Co. v. Keystone Mfg. Co.* Supreme Court of Appeals of West Virginia. 103 S. E. 282.

Unfair Competition Determined by Courts, Not Federal Trade Commission.—Under Act Sept. 26, 1914, § 5 (Comp. St. § 8836e), declaring unfair methods of competition in commerce unlawful, it is for the courts, and not for the Federal Trade Commission, ultimately to determine as matter of law what constitutes unfair methods of competition. All questions of monopoly or combination being out of the way, a private merchant, acting with entire good faith, may properly refuse to sell, except in conjunction, such closely associated articles as steel ties used for binding bales of cotton, and jute bagging used to wrap such bales.—*Federal Trade Commission v. Gratz.* Supreme Court of the United States. 40 Sup. Ct. Rep. 572.

Federal Trade Commission Exceeds Its Authority.—The court takes judicial notice that the practice of entertaining customers and employees of customers by furnishing them liquor, cigars, meals, theater tickets, etc., found by the Federal Trade Commission to be unfair, has been an incident of business from time immemorial, especially as expenditures for such purposes are recognized as a proper deduction by the income tax regulations. The practice of a company engaged in interstate commerce in entertaining employees of its customers with liquor, cigars, meals, theater tickets, etc., is not a matter so affecting the public as to be within the jurisdiction of the Federal Trade Commission.—*New Jersey Asbestos Co. v. Federal Trade Commission.* U. S. Circuit Court of Appeals. 264 Fed. 509.

Discharge of Manager by Farmers' Ass'n.—One employed for a year by the president and secretary of a farmers' association organized under Comp. Laws 1915, §§ 11311-11320, who has actual notice of a by-law giving the board of directors authority to discharge employees when deemed necessary for the best interest of the company, cannot ignore such by-law and fall back on what would otherwise have been the apparent authority of the president and secretary to bind the association for a year. In an action by one who had been employed under a contract for a year as manager of a farmers' association organized under Comp. Laws 1915, §§ 11311-11320, to recover compensation, evidence held to sustain a finding that plaintiff had knowledge of a provision of the by-laws

to the effect that the board of directors could discharge an employee if they deemed it necessary for the best interest of the company.—*Joseph Rundell v. Farmers Co-op. Elevator Co. of Corunna.* Supreme Court of Michigan. 178 N. W. 21.

Protest Increased Rail Charges

The Texas Grain Dealers Ass'n, by H. B. Dorsey, sec'y, has addressed a vigorous protest to the Interstate Commerce Commission against proposed increased charges on switching, diversion, placing of cars, out of line haul and various other charges, that the carriers heretofore fixed.

"The grain elevators and mills are really the accessories to the railroads, permitting the loading and unloading of grain quickly and many millions of dollars have been spent for the equipment to make this possible and it is not just to place further penalties on such charges. In as much as these industries have been built on the basis of charges now in effect, it would be unfair, unjust and unreasonable to advance the charges.

If it is necessary for these charges to advance the revenue of the railroad companies, it should be added to the rate, where all will participate and should not be saddled on any special industry."

It is suggested also that the Commission not make a general advance but take in consideration the conditions in various territories, in the southwestern territory rates having been increased 100 per cent since the Shreveport rate case.

New Grain Firm in Columbus, Ohio.

Philip C. Sayles, who for the past five years has been traveling in the interests of the Grain Dealers National Ass'n as solicitor for the Association, resigned his position July 1. Mr. Sayles has formed a partnership with Edward D. Smith to carry on a cash grain business at Columbus, O. The new firm will handle all kinds of grain, and also grain products, feeds, and hay.

Mr. Sayles and Mr. Smith bring to their new enterprise valuable experience and knowledge of their field. The former, during his five years of traveling for the National Ass'n, made a large acquaintance thruout the country by his personal calls. Mr. Smith has had many years of experience in the grain and milling business.

The new firm opened its offices in the Wesley Bldg., July 1.



Philip C. Sayles, Columbus, O.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

The Western Freight Tariff Bureau in Sup. 1 to circular 1-O gives rules, regulations and exceptions to classifications, effective Aug. 15.

C. B. & Q. in G. F. O. 964-H gives joint freight tariffs naming class and commodity rates between Chicago, Ill., and stations on the E. J. & E., effective Aug. 20.

C. R. I. & P. in Sup. 8 to 19690-H gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colo., Kan., Mo., Neb., N. M., and Okla., also Council Bluffs, Ia., to Little Rock, Ark., and stations in Ark., La. and Mo., effective Aug. 14.

C. B. & Q. in Sup. 7 to I. C. C. 13062 gives local, joint and proportional rates on grain, grain products and seeds between Mo. River points and Chicago, Peoria, Ill.; St. Louis, Mo.; St. Paul, Minneapolis, Duluth, Winona, Minn.; La Crosse, Wis., and stations taking the same rates or higher, effective Aug. 1.

C. B. & Q. in Sup 6 to 1362-K gives local, joint and proportional rates on grain, grain products and seeds between St. Paul, Minneapolis, Duluth, Stillwater, Winona, Minn., and LaCrosse, Wis., and stations in Ill., Ind., Ky., West Bank Mississippi River points (Dubuque, Ia., to St. Louis, Mo., inclusive), also Green Bay and Kewaunee, Wis., also to points east of the Ill.-Ind. state line or south of the Ohio River, effective Aug. 25.

C., R. I. & P. in Sup. 16 to 29329-C gives local, joint and proportional rates on grain, grain products and seeds between Albright, Omaha, S. Omaha, Neb.; Armourdale, Atchison, Leavenworth, Kan.; Kansas City, St. Joseph, Sugar Creek, Mo.; Council Bluffs, Ia., and stations in Ia., Kan., Mo., and Neb., on the C., R. I. & P., C. B. & Q. and M. P. R. R. and stations in Illinois, Ind., Ia., Minn., Mo., S. D., and Wis., effective July 29.

C. B. & Q. in Sup. 8 to I. C. C. 13062 gives local, joint and proportional rates on grain, grain products and seeds between Missouri River points and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minneapolis, Duluth, Winona, Minn., La Crosse, Wis., and stations taking the same rates or arbitraries higher, effective until Nov. 2, 1920 (this is a tariff ordered by the Interstate Commerce Commission July 3 suspending increased rates on above named products).

C. & E. I. in freight tariff No. 622-F gives local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, Hungarian and millet seeds and red top seed chaff from stations on the C. & E. I., also from Henderson and Owensboro, Ky., and from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.), and Moline Transfer, Ill. (via C. M. & G.), to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa., and Wis., effective July 29.

W. J. Kelly, agt., Central Freight Ass'n, in Sup. 7, 8 and 9 to 245, gives local, joint and proportional rates applying on grain, grain products and grain by-products from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., Wis., to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also to points taking the same rates or arbitraries higher, as per east-bound basing tariffs and eastbound billing instructions, also bases for rates to Baltimore, New York, Philadelphia, etc., on export traffic, effective July 1.

A. T. & S. F. in Sup. 2 to 5702-F gives local, joint and proportional rates on broom corn, castor beans, popcorn, seeds, hay and straw between points in Kan., Colo., Okla., also Superior, Neb., and Joplin, Mo., and Kansas City, St. Joseph, St. Louis, Mo.; Atchison, Kansas City, Leavenworth, Kan.; Chicago, Peoria, Ill.; Omaha, Lincoln, Neb.; Sioux City, Ia.; St. Paul, Minn., and stations taking the same rate or higher, also distance rates between stations in Kan., stations in Okla. and Kan., also Superior, Neb., and Joplin, Mo., and stations in Kan., also on corn husks from stations in Okla. to Chicago, St. Louis, E. Ft. Madison and Missouri River points, effective Aug. 20.

Open Wheat Market in Canada.

Recent legislation in Canada provides for continuation of the wheat board so it can be called into operation should circumstances outside of Canada make it necessary.

The government has decided that the board will not function insofar as the 1920 wheat crop is concerned. Marketing of this year's crop will be the same as before the war.

Sir George Foster, minister of trade and commerce, recently made the following statement:

The government has given very careful consideration to the course to be pursued in marketing the wheat crop of Canada for 1920. A bill was passed at the late session of parliament enabling the government to constitute a wheat board with well defined powers, which board could be called into operation by proclamation in the Canada Gazette should circumstances make it necessary.

The preference of the government has been for a return to normal methods of grain marketing as soon as such appeared to be warranted by conditions abroad. The three principal factors which last year decided the government to establish the wheat board were these:

The fact that in Europe all buying of wheat was controlled by the various governments either separately or in concert and that the buying by our principal customers, Great Britain, France and Italy, was carried on in concert. There was accordingly virtually one purchaser, resulting in the practical elimination of competition. There was reluctance to enter upon purchase negotiations with consequent danger to the early movement of wheat during the navigation season.

Financial conditions which necessitated advances and credits by foreign governments and which could only be adequately met by governmental agencies in Canada in order to insure prompt and continued movement of wheat from the commencement of harvest.

The control by the United States of the purchase and sale of wheat and the fixation of price thereof, together with an embargo on imports of both wheat and flour.

These factors either do not exist or are not in force to the same extent at the present time. From the best information available, it would appear that while as far as can be ascertained, European buying will be in a greater or lesser degree controlled by the governments of practically all countries in Europe dependent upon imports of wheat, there does not seem at the present time reason to believe that the purchase by the various governments or governmental agencies will not be made independent of each other, both as to transport and purchase, thus constituting conditions of competition that should result in a fair market value being obtained for the Canadian crop.

The United States has controlled the market in grains and flour and the exchanges therein are now open for trading in December and later options, and there is no longer any embargo upon imports of wheat or flour. All the indications therefore are that the marketing of grain and its products in the United States will resume the normal methods and flow in the usual channels.

May Reinstate Control.—It must be remembered, however, that the United States has legislation under which control can be brought into effective force if at any time its government were to decide that national interests demanded such action.

Under the circumstances above set forth, the Canadian government has decided to take no steps at present to proclaim the enabling act, which means that the present wheat board will not function in so far as the crop of 1920 is concerned, and that the marketing of this crop will revert to the usual and normal methods of pre-war times. The government will, however, carefully watch the conditions outside of Canada and will exercise the right to proclaim the enabling legislation of last season if circumstances make it necessary so to act in the public interest.

THE UNITED STATES Grain Corporation, now in the process of liquidation, has returned to the United States \$350,000,000 of the \$500,000,000 drawn from the government out of a total appropriation of \$1,000,000,000. The balance of \$150,000,000 will be returned soon.

Mixed grain value tables have been published in vest pocket form by the Cargill Commission Co., for the convenience of its friends. If a car contains any mixture such as wheat, corn, oats and screenings in known percentages, these tables will give the value of 60 lbs. of the mixture at the different prices of the different grains. A freight table is added.

Ellis Driers

Is your elevator or mill operated by electricity, gas engine or water power, and do you need a grain drier?

The Ellis Sahara Drier is equipped with its own heating unit and will undoubtedly meet your needs exactly.

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Universal Grain Code, the most complete and up-to-date code published for the use of the grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages of bond paper contain 14,910 expressions for present-day terms, and no two of them are near enough alike to cause confusion. Bound in flexible leather. Price, \$3.00; Book paper, board cover, \$1.50.

Robinson Cipher Code with 1912 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

A. B. C. Improved 5th Edition, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

Miller's Code (1917), for milling and flour trades, 3 1/4 x 6 inches, 77 pages, \$2.00.

Riverside Code, fifth edition, for millers and flour dealers. Bound in flexible leather, 228 pages, \$3.00.

Baltimore Export Cable Code, third edition, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 412 pages. Price \$12.50.

Cross Telegraphic Cipher Code, for provision and grain trade. 145 pages, bound in flexible leather, \$2.00.

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GRAIN DEALERS JOURNAL

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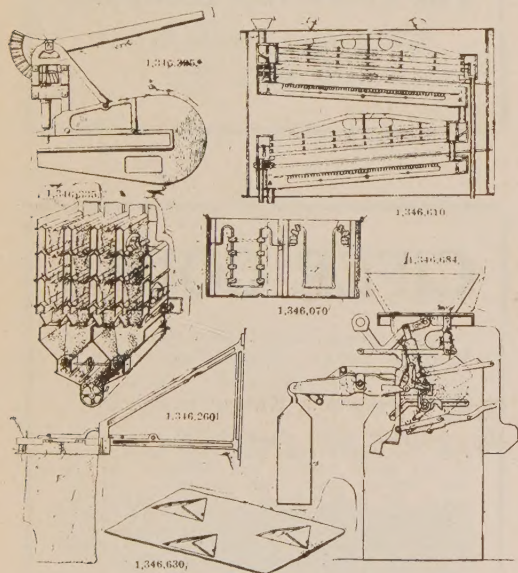
Chicago, Ill.

Patents Granted

1,346,610. Dry Separator. Frank M. Smith, Chicago, Ill. This is a dry separator having a porous support for the material to be treated. Above this support is an air trunk and a means to subject that air trunk to suction. A receptacle is contained in the air trunk for receiving material deposited therein by the air. Means are provided for vibrating the air trunk and receptacle independently of said support.

1,345,395. Elevator-Belt Punch. Jos. Arthur Parkheiser, Picher, Okla. This belt punch is made up of a frame including an anvil arm, an upper arm overlying the anvil arm and a threaded boxing carried by the upper arm. A threaded shaft engages this boxing and a bit is guided thru the boxing of the arm. A chuck sleeve has a locking engagement with the bit and is removably connected to the lower end of the shaft. Thus a rotary and longitudinal movement can be imparted to the bit.

1,346,260. Bag Supporting and Clamping Mechanism. Jacob Schmandt, Eddyville, Ore. This device comprises fixed and movable bag supporting bars operated manually for shifting the movable bag supporting bar toward the fixed bar so as to close the mouth of the bag. This operation is performed by a rotatable shaft, spaced rods connected at one of their ends to the movable bar and a means connecting the other ends of said shaft. A partial rotation of the shaft moves the bar to its effective clamping position.



1,346,630. Grain Separator. H. E. Behrens, Fargo, N. D. This is a grain separator having a feed plate, a sieve disposed below and spaced from the plate. The sieve comprises a body having converging ears upstruck therefrom and arranged in pairs and providing V-shaped openings below the same, each of these ears having an opening therein.

1,346,684. Automatic Scale Compensator for Weighing Machines. Henry Richardson, Passaic, N. J. A mechanical means is provided for the closing of the feed gate during the movement of the hopper toward an equipoise position. A device operated by the movement of the weigh hopper mechanically controls the feed gate. This device can be adjusted to vary range of movement of the weigh hopper.

1,346,335. Grain Drier. Oliver W. Randolph, Toledo, O. A series of air ducts are arranged in vertical and horizontal rows. Vertical rows are spaced apart so as to form grain columns. These air ducts have parallel side walls. Where sides converge a top is formed for the air duct. At the bottom of the air ducts are downwardly flaring flanges. The tops and bottoms of the adjacent ducts are so placed apart so as to form air passages between the ducts and the grain columns.

1,346,070. Seed Corn Cabinet and Drier. O. G. Vold, Forest City, Ia. This is a seed corn cabinet and drier, comprising sections formed with a bottom, end members and a side wall. Sections are designed to be locked together side by side with their open ends adjacent to each other. Within each of these sections are vertical corner members, spaced resilient guide members comprising vertical spaced uprights having a horizontal portion at their lower ends and inverted "U" shaped members at their upper ends. The free ends of the inverted "U" shaped members are fixed to the vertical upright corner members. Corn rests are made of slats slidably mounted on said guides. An outwardly and upwardly extending flange on the side wall forms a guide so that the guides may be placed one on the other, the bottom one forming a cover member for the other.

FINLAND's crop prospects are very good this year in spite of the late sowing, reports Consul L. A. Davis.

Insurance Notes.

GRAIN MUTUALS settle small losses of \$5 to \$100 without sending an adjuster, thus simplifying and expediting repairs, insured being requested to send a statement of estimated loss, cause, etc., when the mutual will send the proper papers for signature.

A CORRESPONDENT writes *Our Paper*: "We had another experience in relation to an explosion. The J. W. Co. took up a gas tank which was leaky and took it into their office to solder it. The man is in the hospital, the tank is in our warehouse, but we do not know what became of the side of the office." The moral of this is: Don't fool with a gasoline tank that has been in use. It is usually loaded.

Benefits of Mutual Insurance.

(From an Address by E. H. Moreland, Luverne, before Tri-State Grain Shippers Ass'n.)

The cause for the existence of the Mutual Fire Insurance Companies is lower cost plus service.

The principle of Mutual and Stock Company Insurance is the same, the policyholder contributes his premium to the Stock Company and Mutual alike, but the distribution of the unearned premium differs in the two plans of insurance. With the Stock Company the stockholder expects to receive a profit on his investment, in the Mutual Company the policyholder receives the benefit by having the net earnings returned to him. The surplus of nearly all the Home Mutuals is invested in securities or bank certificates of deposit in their immediate vicinity.

The mutual fire insurance companies have built up their organizations by fair dealing with their competitors and by giving their policyholders a service they could not secure elsewhere.

Within the last month one of the largest Stock Fire Insurance Companies sent broadcast to its numerous agencies lying propaganda to combat the growth of the Mutuals. The circular letter stated that five of the strongest Mutuals in Minnesota had either failed or gone out of business. When such statements as these are brought to your notice, and you have a policy in any one of the companies, write to your Insurance Commissioner for a statement of their condition, you can always get accurate information from that source.

In Minnesota are 163 Farm Mutuals, three Mutuals writing general lines and seven Class Mutuals, or those writing insurance on one certain class of buildings and contents, such as creameries, lumber yards, grain elevators, etc.

As this is a Grain Dealers Meeting you will be more interested in hearing about

Fire Insurance for the Grain Dealer. The grain dealer pays a high rate per hundred for insurance on elevators of frame construction. His property is in danger of fire from locomotive sparks, careless handling of gasoline and defective wiring for electric motors, therefore he seeks for lower cost insurance. With the Mutual he has found a remedy and realizes that with proper care of his property he can reduce his insurance cost.

The grain dealers company specializing on one class of risks makes a study of the grain dealers requirements and writes him a policy that will give him the most coverage for the premiums paid.

It is quite important that the policyholder should read his policy carefully, and if he carries other insurance insist that all policies be concurrent. The Minnesota standard form of policy provides that an insurance policy shall be void if the assured shall obtain other insurance on his property without the consent of the company, this applies to insurance on buildings only. It is well to bear this in mind at the present time, as a great many grain dealers are increasing their insurance on buildings.

The Minnesota form also provides that in case of loss the assured shall make all reasonable exertions to save and protect the property. A great many believe that the property must be allowed to burn until the adjuster arrives.

When a Grain Dealer has a fire he suffers a loss even tho he may be well covered with insurance, it takes time to clean up and rebuild, and if a fire should occur during the grain season he may lose his profit for the year. To aid in preventing fires the grain mutuals provide inspectors to offer suggestions for the benefit of the policyholder and the insurance company.

The Minnesota Mutual Grain Dealers Fire Insurance Company organized eighteen years ago at Worthington, Minn., now has headquarters at Luverne. We began business with \$7,000.00 in premiums, and were fortunate the first year in not having a loss, our liability for one risk was \$5,000, therefore you can see we could have been easily wiped out of existence. The following year our premiums doubled and our fire losses were 60 per cent of the premiums. Six years later our premiums were \$30,000.00 with fire losses of \$29,000.00. They say, a Grain Dealer is happy as long as he has a dollar left for margins, therefore they came back the next year smiling and hoping that elevators would quit burning for a while. They guessed the fire market right this time, for they only experienced a 25 per cent loss ratio.

At this time they began to set aside a reserve fund, and at the present time we have a reserve equal to the premiums during the year of our greatest fire losses, and we are increasing our reserve each year. Last year we returned to our policyholders 60 per cent of the deposit premium, and our average return for eighteen years has been 50 per cent.

When our Grain Dealers Mutual began writing Fire Insurance the cost in Stock Companies was \$25.00 per \$1,000.00, today their insurance is costing them less than \$10.00 per \$1,000.00.

Organized 1902 TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO LIVERNE, MINN.

Average Premium Return for 16 Years, 50% of the Deposit Premium.
Try our plan for Short Term Grain Insurance
E. H. MORELAND, Secretary

INCORPORATED 1877

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Insures Elevators, Mills, Grain Warehouses and Contents
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A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

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show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

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Omaha, Nebraska



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FIRE EXPLOSION WINDSTORM AUTOMOBILE

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The Hartford Fire Insurance not only insures against the losses that are sure to come but in addition, and no extra cost, Hartford experts will tell you how to safeguard your property, your processes and your shipments to reduce this danger.

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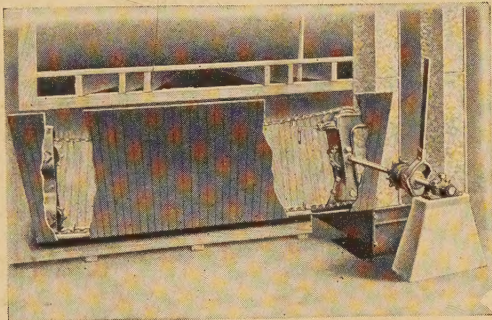
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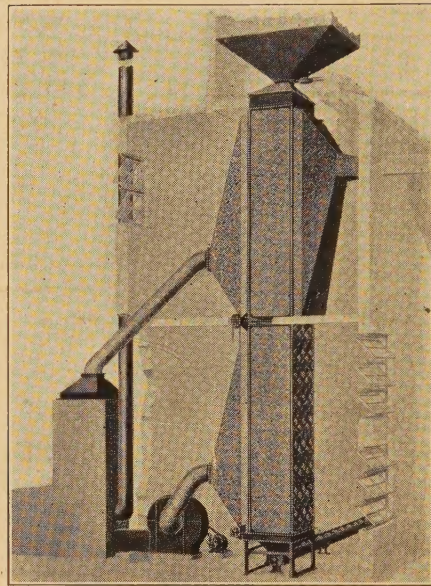
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BULLETIN NO. 101-B

"Scientific Methods of Drying Grain"
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